

ISSUED EVERY WEDNESDAY

# DRUG & CHEMICAL MARKETS

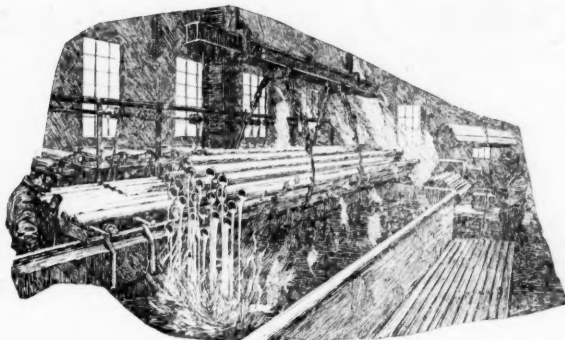
Established 1914

A Weekly Business Paper for Those Who Make, Sell, or Buy  
Chemicals, Dyestuffs, Drugs, Essential and Fatty Oils

VOL. X

NEW YORK, FEBRUARY 8, 1922

No. 6



Sulphuric Acid  
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**H. A. METZ & CO. Inc.**  
 One Twenty Two Hudson Street New York City.  
 Boston Philadelphia Providence  
 Chicago Charlotte San Francisco

ISSUED EVERY WEDNESDAY

## DRUG & CHEMICAL MARKETS

PUBLISHED EVERY WEDNESDAY BY

DRUG & CHEMICAL MARKETS, INC.

WILLIAMS HAYNES, President

IRA P. MACNAIR, Secretary F. F. BURGIN, Treasurer

Publication Office

3 PARK PLACE, NEW YORK, U. S. A.

Telephone 6440 Barclay Cable Chemmarket

Home Life Bldg., Washington, D. C.

80 Fenchurch st., London, E. C. 3.

19 Rue Auber, Paris

40 Gr-Burstah, Hamburg

18 Yamashita-cho Kyobashi-Ku, Tokyo

Entered as second-class matter, Dec. 7, 1914, at the post office at New York, N. Y., under the Act of March 3, 1879.

### SUBSCRIPTION RATES

United States, Cuba and Mexico \$4.00 a year; Canada \$4.50 and Foreign \$5.00 a year, payable in advance. Current Copies, 10 cents. Back Copies, 25 cents. A Binder for this Journal @ \$1.00 Postpaid.

## Table of Contents

### EDITORIALS—

A European Quicksilver Combine.....	327
The Truth About Arsenic.....	327
Problems and Opportunities.....	327

### FEATURE TRADE ARTICLES—

Sellers' Views on Selling Assets. A Few More Chemical Salesmen Tell What They Believe To Be Best Features in the Selling Man .....	329
What Is the Truth About Arsenic? The Shortage of Supplies in American Market Is in Direct Contradiction to Special Report From Japanese Producer.....	331

### TRADE NEWS—

Tax on Medicinals Proposed To Finance the Bonus Appropriation .....	330
Solvay Process Co. Elects E. D. Winkworth President To Succeed E. L. Pierce.....	333
Drug Manufacturers Announce Plans For Meeting in New York in May.....	333
Production of Vegetable Oils and Fats for Last Quarter of 1921.....	334
Right To Withdraw Intoxicating Liquor Limited by Volstead Act.....	335
Dutch Exports of Cocoa Butter and Selling Price, 1915 to 1921.....	337
Can Proprietaries of British Make Be Successfully Sold in America?.....	338
More Activity in Rubber Industry.....	352
Hamburg Chemical Market Erratic.....	355
Dye Prices Decline in Japan.....	355

### MARKET REPORTS—

Heavy Chemicals .....	340-341
Fine Chemicals .....	342-343
Intermediates and Dyes .....	344-345
The Oil Market .....	346-347
Crude Drugs .....	348-349
Essential Oils .....	350-351
The Consuming Industries .....	352-353
Foreign Markets .....	354-355

PRICES CURRENT .....

IMPORTS .....

WANTS AND OFFERS .....

BUYERS' GUIDE .....

INDEX TO ADVERTISERS .....





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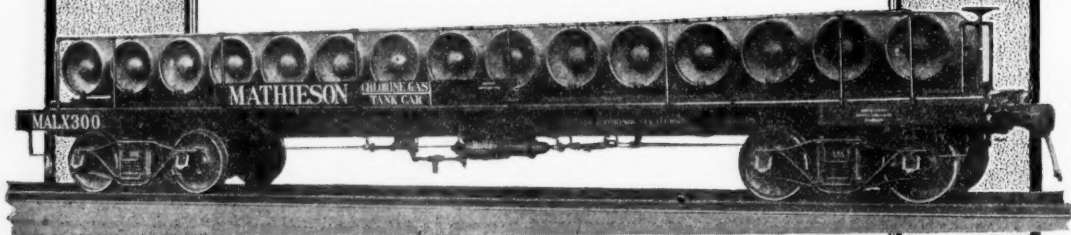
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# DRUG & CHEMICAL MARKETS

3 PARK PLACE, NEW YORK

VOLUME X, NUMBER 6

[FEBRUARY 8, 1922]

## A EUROPEAN QUICKSILVER COMBINE?

As the first step in bringing about a closer control of the European quicksilver output, the sale of metal from the government-owned Almaden and Arraynes mines has been taken over by the Spanish Government effective the beginning of the current year, according to an announcement by the Spanish Ministry of Finance. For years Spanish quicksilver has been sold and practically controlled through London. The cancelling of the British contract by the Spaniards is likely to mark the beginning of a new era in the world's supply and price of quicksilver. The new order of things probably means that the Spanish Government intends to become a factor in the mercury situation, and if a suitable arrangement can be brought about with the now world-leading Italian interests, higher prices and a more closely controlled output appears to be a likely result.

Prior to the war, Spain was the biggest individual producer of quicksilver, mining about 35 per cent of the world's total production. The acquisition of the famous Idria mines dating back to 1525, by Italy from Austria-Hungary as a conquest of war, brought Italy's production total up to 40 per cent, thus giving her the premier position as a source of quicksilver. United States mines about 17 per cent and Mexico four. Should Italian and Spanish interests, with 75 per cent of the world's supply between them, come to a selling agreement, and this is very likely, the entire future history of quicksilver and its derivatives may take on a far different hue from the past.

The effect of a closely controlled output from Spanish and Italian mines would have a twofold effect in the United States. The price of metallic mercury the world over would undoubtedly rise sharply with the elimination of much of the present keen competition between foreign producers. This situation would again enable American mines to operate unless, of course, the combination abroad deliberately set out to keep them closed by continuing to flood the American markets with cheap metal. With American mines indicating \$70 a flask as the lowest point at which they can sell,—using American labor at current prices,—and make money, while Europe ships metal in here at \$45, and at a profit, the future is further complicated by tariff possibilities and other factors. Another prospect which cannot be lost sight of, is the possible effect on leading American mercury consumers of a strong foreign combination. Higher prices for the metal will mean higher prices for all mercurials. They will also mean higher cost in numerous processes involving the use of mercury. The

scene appears to be set for a strong quicksilver combine, and with the elimination of keen Spanish-Italian competition, higher prices the world over for things mercurial would be the logical sequence.

## THE TRUTH ABOUT ARSENIC

Recently there has been a great deal of talk in the market on the subject of arsenic and the prospect of an arsenic famine. The stories of the stringent condition of foreign markets which have gained wide currency in the last few weeks have largely spread, as far as it is possible to judge, through those who are interested in arsenic as a speculative possibility. Manufacturers have refrained from either affirming or denying the reports, and have consistently stated that they would not make any effort to supply the demand until prices advanced sufficiently to net them a profit.

In looking into the situation, DRUG & CHEMICAL MARKETS has been at great pains to get disinterested statements from other primary markets which would either confirm or deny the circulated stories. The results of this investigation are printed elsewhere in this issue and appear to refute the speculative rumors. Certainly there seems to be no cause for worry so long as consumers need the goods badly enough to pay producers a profit, nor does there seem to be any such sure thing investment possibility in arsenic as some sellers would have the trade believe.

## PROBLEMS AND OPPORTUNITIES

Twenty-four of our big cities dispose of their garbage by reduction, and their once self-supporting (in several cases even profitable) reduction plants are now operated at a loss. Grease at 4½¢ prewar, as high as 14¢ during the war, but in very slow demand at 2¢ today is a familiar series of quotations very easy for our readers to comprehend. The privately owned reduction plant down on Staten Island in New York Harbor which cost \$3,000,000 was recently sold for \$225,000; and municipal plants were not more cheaply built, nor more efficiently operated. This is a simple statement—easily understood by the chemical industry—of a very pressing problem in sanitation and finance.

Yet reduction is acknowledged to be the most satisfactory solution of the garbage problem. Dumping—except at sea—has obvious disadvantages. Burning is costly, wasteful, and creates a smoke nuisance beside which the fumes of hydrogen sulfide are as myrrh and frankincense.

This pressing problem is inherently chemical. A

chemical product is in competition with natural fatty oils, and a chemical by-product, tankage must be further re-worked or better markets found for it. The "Scientific American," which has recently studied garbage reduction thoughtfully, has come to the conclusion that the only solution must be a chemical one.

Many such problems arise out of our readjusting processes. Changes in costs, in demands, in supplies, not only within the walls of the chemical plant, but in all sorts and conditions of factories and shops, are creating chemical problems. Correct chemical answers must be found, and those who solve these problems will be well paid for their work. The helter-skelter, money grabbing chances of the war period are nothing against the big, constructive opportunities that lie before the American chemical industry today.

#### "SAFETY FIRST" COUNCIL NEEDS WORKERS

The "safety first" campaign conducted in manufacturing plants has proved of great value in the chemical industry. Not only have suits for damages been reduced to a minimum, but the loss of time of employees has been curtailed which means a good deal in the matter of production. In order to make the system more efficient the National Safety Council with headquarters in Chicago is asking all welfare workers and others, who assist in any way in enforcing or administering the safety first regulations in factories, to send their names to the Council's secretary for registration. The movement is proving so popular that industrial heads are constantly seeking advice and information concerning the system, and the National Safety Council proposes to send lectures, engage writers and recommend efficiency managers in safety work in order to assist manufacturers in installing the system, or preparing regulations.

The Council will select safety workers from the registration list now being prepared, and those who send in their names and fill in the blank printed in last week's issue of DRUG & CHEMICAL MARKETS will help in developing the plan on broader lines and will benefit financially by being known to the managers in Chicago. The greatest industries and the most successful captains of industry are represented in the Council.

Heavy-handed German humor, which in a remarkable attempt to laugh away the war, has rechristened steamers plying between Hamburg and Latin-American ports "Boche," "Pirate," "Hun" and "Fourteen Points" should naturally lead to the rechristening of the Bayer American selling agency to the Hugo Schweitzer Chemical Co.

Chemical journals generally are prone to moan over the lack of commercial instinct in the profession, but they never mention such a commercial coup as the marriage of the chemist with the unpronounceable name to the heiress to the Ream millions!

Business certainly is improving. There aren't half so many fires as there were a while back.

#### DR. BASKERVILLE'S SERVICE TO CHEMISTRY

Professor Charles Baskerville's service to chemistry and to the public through his research work is expressed feelingly and justly in an editorial in the "New York Times" of Feb. 5, in which appeared the following tribute to Dr. Baskerville's life work:

"The service, at once scientific and humanitarian, of Dr. Charles Baskerville, who died last week, is illustrative of what the science of chemistry is undertaking for the alleviation of human suffering. Dr. Baskerville's special researches had to do with the causes and prevention of occupational disease and with the purifying of ether as an anesthetic. These are, however, but suggestive of the innumerable researches in which his brother chemists of every land in this new age of their science are seeking not only to heighten industrial productivity, but to promote and conserve the health and strength of human bodies.

"Several centuries ago the chemist and the physician co-operated. Then they separated, the chemist turning toward industrial production. Now it is being realized that, though the bacteriologists and pathologists have accomplished wonders, they have 'definitely reached a point where they must turn to the chemists for the solution of many of their most important problems.' Not only are the chemists' medicaments needed for the cure or alleviation of certain specific diseases, but their advice is needed as to the acceleration or retardation of chemical reactions that take place in the body. The myriad battles with avoidable or preventable disease there go daily on. The lesson of the war intimates what victories may be expected in these battles from the co-operation, under ideal conditions of time and research, on the part of those whose science touches these very issues of life.

"Dr. Baskerville, not only by his own researches, but also and especially by developing and equipping what was perhaps the best series of chemical laboratories in the United States and by organizing a department which has given tuition to hundreds of young men for service in this science, made his lasting contribution, though his studies and researches and teaching here are over. It will be remembered, however, that but a few weeks before his death, after years of intimate study of the atom, he said that 'there is something that cannot be explained on a purely materialistic hypothesis.' So the quest goes on."

The Chemistry Division of the Canadian Department of Mines under the direction of F. G. Wait, is carrying on two important lines of research, which, if successful, will materially stimulate the development of Canadian natural resources. The object of the first is to evolve a method for the production from natural gas of methanol (methyl alcohol), formaldehyde, and formic acid. The other investigation is undertaken with a view of ascertaining whether bentonite can be successfully used in the manufacture of insulation materials, as fillers for textiles, soaps and leathers, as well as in oil and color preparations.

A strike of the railway men in Germany, on Feb. 2, virtually tied up all passenger and freight traffic. The authorities were unable to procure the necessary auxiliary staffs that had been promised them, and only two trains left Berlin on the first day, one for Hamburg. Delays to trains or entire stoppage of services were reported from all sections. In the Essen, Elberfeld, Munster and Erfurt districts traffic was at a complete standstill.



## Sellers' Views on Selling Assets

### *A Few More Chemical Salesmen Tell What They Believe to Be the Best Features in the Selling Man*

**S**UPPOSE you had lined up a new prospect for a nice first-time order after working this particular account on every trip for six or eight months, and, just as the order was about to fall, the prospect became extremely "coolish" in his attitude toward you, and decided quite firmly that the product of your competitor which he had been using for some years, had again become "perfectly satisfactory for our requirements,—good-day,"—what would you do? If a buyer suddenly switched from warm friendliness to coolness and you found yourself on the street without the expected order, would you curse your luck, the buyer, and the whole world, or would you take the time to thoroughly analyze your particular selling method in this case and pick out the possible weak point which may have been directly responsible for the lost business? Self-analysis of a salesman's methods is vitally necessary to his own welfare as a means of eliminating the weak spots and capitalizing the more desirable elements.

Just what they consider the best characteristics of a chemical salesman in general, those which tend to develop more successful selling, have been given to DRUG & CHEMICAL MARKETS by a dozen or so well-known salesmen of the industry. Seven or eight of these opinions were published last week. The balance of the views are given herewith,—the greatest asset of the chemical salesman.

**R. K. Snow, Dow Chemical Co., Midland, Mich.**—Confidence, in my mind, is the greatest asset a chemical or any other salesman may possess. Confidence in his proposition, the firm he represents, but mostly in himself. If he possesses this, he will have acquired naturally most all other valuable assets which help to make a successful salesman. He cannot well have acquired confidence without a certain amount of technical knowledge, practical experience, personality, perseverance, poise, and the power of adjusting himself to possible swiftly changing conditions during a sales negotiation. The "keystone" would be confidence.

**Chas. J. Rupp, Newport Chemical Works, Passaic, N. J.**—It is my opinion that to possess technical knowledge, is of value, but a salesman must be particularly careful to use such information with the utmost discretion, that is to say, one cannot force one's views on a prospective customer with regard to the properties of certain colors in an authoritative manner. If the customer holds to an opinion and can be tactfully told of any error, and the qualities of the product in question, all well and good, but as an abstract proposition, men with too much knowledge of colors are inclined to go a little too far in attempting to prove their contentions to the customer. Practical experience, as far as the manipulation of dyestuffs is concerned, is hardly necessary because a good salesman functions only as such. My opinion is, that the two foremost requisites are personality and an absolute faith in the commodity being offered. By persistent effort, and if the case is presented properly, a man with a strong personality can make friends whom he will doubtless be able to keep for a good many years, and after all the repeated orders are the ones which each one of us are after.

On the surface, the statement with regard to "absolute faith in the commodity being offered" might seem to be a foolish one, as it might naturally be supposed that every salesman on the road possesses that faith. However, it has not been proven in quite a number of cases, that it does not hold good.

A man selling Life Insurance, for instance, may not be in accord with the policies he may be trying to sell to prospective purchasers but the commission may be larger proportionately than on other policies. I

believe that if a man goes out with the thought uppermost in his mind that the products which his company is manufacturing and offering are the best on the market, and that he has the prices consistent with the quality of such merchandise, he will be reasonably successful.

Competition always has been severe, particularly in the dyestuff business, and the year just opening will be no exception to the rule, on the contrary, there will no doubt be much bidding for business. The salesman who realizes this and keeps in mind the fact that his goods are the best which his customer can purchase need not fear competition so much particularly if he is working for an organization which is in a position to back him up when it comes to a dollar's worth of honest purchasing power.

**Brice S. Hull, the P. W. Drackett & Sons Co., Cleveland, O.**—The chemical salesman, like any other salesman, is the ambassador of his house. And in order to represent his house adequately it is necessary that he be fully informed not only on the aims and ideals of the house but on the products as well. It goes without saying that he must know his trade, both as to personal characteristics, and what their specific requirements are. Perseverance he must have, for no worthy reward is ever won easily. In other words, like any other salesman, he himself must be sold on his house and his line. When he is sold, he will present his propositions with so much confidence and assurance that the buyer is forced to the realization that any counter-arguments will of necessity fail.

Furthermore, the salesman who is able to give real information to his customer, is most heartily welcomed. Many buyers depend largely on the salesmen of reputable houses to keep themselves informed on the progress in those lines. A gradually increasing number of chemicals is purchased on specification. The salesman who can act on his own initiative and quote immediately on a product which will meet the specifications, is much more likely to receive consideration than one who attempts to ascribe to his product qualities it never had or one who is compelled to get in touch with his house before acting.

Now how is the salesman to meet these require-



ments? How can he best present the peculiar advantages of his products, or discuss their use intelligently unless he knows all about them? Technical knowledge is the answer. It is not necessary that every chemical salesman be a chemist but in order to produce results he must know enough of both theory and practice to have real confidence and to inspire confidence.

Successful salesmanship in any line involves all the above principles. The chemical salesman, therefore, in order to be most effective, requires technical knowledge, not as his only qualification but certainly one among as many as he is able to acquire and use.

**Burt H. Goddin, Hoffman-LaRoche Chemical Wks., New York.**—The greatest asset of the chemical salesman is personality. Personality that attains results is a combination of all the essential attributes necessary to successful salesmanship. Personality that attains results is made up of integrity, first and always; a general knowledge of the chemical line gained in the strict and thorough school of experience; perseverance and enthusiasm without which success is impossible.

Personality reflects the confidence and respect the salesman holds for his organization, its policies and traditions. Personality impresses and inspires the buyer's confidence in the concern to whom he entrusts his patronage, visualizing, as it were, through the salesman his organization and all it represents.

The cultivation of the acquaintanceship of the buyer, with its opportunities, depends entirely on personality.

In the last analysis the salesman with the personality that attains results welds the link that connects his organization with that of the buyer.

**E. F. Smith, American Aniline Products, Inc., Chicago.**—As to my opinion of the greatest asset for a chemical salesman, I believe that a combination of technical knowledge, practical experience, personality, perseverance and acquaintanceship, all blended properly, would produce the ideal. Just as did the combination that went in to make up Maggie's Celebrated "Poems in Hash."

One chemical buyer's "palate" may be tickled by a combination that would not suit another and if the salesman has all of the ingredients at hand, he will, no doubt, be able to make the proper blend to meet the requirements of each buyer. No doubt practical experience with the buyer's requirements and perseverance will be the ingredients most useful in the majority of cases.

**A. M. Hopper, Mallinckrodt Chemical Works, New York.**—In my opinion, the asset necessary to any successful salesman, is a very complete knowledge of his line. I cannot imagine perseverance winning out unless accompanied with knowledge—the salesman would soon wear out his welcome and become a bore.

Personality?—As no two of us are alike, I have always thought it had little bearing on getting results. This asset, like perseverance unaccompanied with a complete knowledge of his line, would lose many orders. A pleasing personality is an asset, but there must be something to back it up.

Of course, acquaintanceship is a valuable asset, especially where the salesman is selling a complete line of standard goods in competition with similar lines. However, I know a salesman who made a trip through Connecticut, Rhode Island and Massachusetts, selling a new tooth paste to retail druggists, whom he had never seen before. The druggist had never heard of the tooth paste, had never had a call for it—yet that

salesman was required to sell a five gross proposition. He had to sell that druggist then and there, or never, as there was to be no return visit. To make a long story short, his trip among strangers was very successful, but he had a very complete knowledge of that tooth paste and the advertising that went with it. Knowledge begets enthusiasm, and this latter asset, not mentioned in your list, sells merchandise of all kinds.

**H. E. Hall, Commercial Solvents Corp., New York.**—There is no one quality possessed by any man which alone may be expected to fit him as a successful salesman. The writer believes that the following qualifications are desirable: (1) Honesty; (2) Perseverance; (3) Intelligence; (4) Good Judgment; (5) Ingenuity; (6) Good Personality. I am old-fashioned enough to believe that the greatest of these is Honesty.

## ST. LOUIS CHEMISTS DISCUSS SALARIES

(Special to Drug & Chemical Markets)

St. Louis, Feb. 7.—That chemists as a group are under paid because they are not rendering to the industries the commercial services for which business can best afford to pay high salaries was the keynote of an address by Williams Haynes, publisher of *DRUG & CHEMICAL MARKETS*, last evening, before the local section of the American Chemical Society. Mr. Haynes in a most interesting manner pointed out the need of the chemical industry for chemically trained men and urged chemists to study market conditions and business problems.

"We laugh at a layman who ignores the laws of chemistry and believes valuable products can be made by some process of alchemy, 'but,' he asked, 'what of the chemist who is ignorant of the laws of economics and forgets the chemical industry is after all a straightforward business proposition?'"

## MEDICINAL TAX TO HELP PAY BONUS

(Special to Drug & Chemical Markets)

Washington, D. C., Feb. 8.—It is rumored on very good authority that one of the Treasury experts is preparing a bill for Secretary of the Treasury Mellon for a manufacturers sales tax in connection with the bonus legislation. The rates range from 2 per cent to 4 per cent on necessities and luxuries. The talk here is that a tax of 2 per cent on medicines is included in the bill.

George Eastman, president of the Eastman Kodak Company of Rochester, N. Y., handed back to the War Department, last week, \$182,770.60 as a refund to the Government on war time contracts. The action was voluntary by the company, representatives of which, it was said, asserted that it had made no profit on its contract. After receipt of the check, General Pershing wrote a letter to Mr. Eastman expressing his "high appreciation of this fine and patriotic action."

Dr. J. W. Hale, director of the Research Laboratory of the Dow Chemical Co., spoke before the Rochester Section of the American Chemical Society, on Jan. 23, on "The Chemical Awakening of America." He reviewed the history of chemistry from 3000 B. C. to the present.

Very few changes took place in business conditions during January, according to the monthly review of general business and financial conditions issued by the Federal Reserve Board, but the pronounced tendency toward stabilization of prices continued.

## What Is the Truth About Arsenic?

**The Shortage of Supplies in American Markets With Arrival of Buying Season Is in Direct Contradiction To Special Report From Japanese Producer—Toyo Seiyaku Boeki Co., Ltd. of Osaka Not Producing Due to Excess Stocks and Low Price—No Demand in Japan—New York Likely Excited About Comparative Higher Prices For Shipment From Europe, Although Latter Sellers Indicate Stagnant Demand Abroad—German and English Markets**

During the past six weeks there has been a decided tendency on the part of sellers of arsenic to boom the market on this commodity in view of the fact that the seasonal demand makes itself felt at this time of year. In accomplishing this, wide circulation has been given to stories of extreme scarcities in all the foreign markets and of the inability of foreign shippers to promise deliveries before the end of the consuming season here. These reports, from sources believed to be highly reliable, have discouraged rather than encouraged buyers, and recently some doubt has come up as to their strict veracity. In pursuing this thought, DRUG & CHEMICAL MARKETS, through its Tokyo representative interviewed the manager of the Toyo Seiyaku Boeki Co., the largest manufacturers of arsenic in Japan.

The Japanese situation as outlined by factors in the arsenic market here is very stringent and shipments are impossible within the seasonal period. Supplies are reported as nil in the Japanese market and no deliveries could be promised before summer. Similar reports have been spread regarding the German and English markets. However, these reports fail to agree with reports from disinterested observers on the ground. These observations which are believed to be entirely unbiased follow.

### The Japanese Market

"The Toyo Seiyaku Boeki Co., Ltd., of Osaka, the largest manufacturer of white powdered arsenic in Japan, has not been turning out this product since last September, when the demand ceased altogether. The company has a capacity of 100 tons of white arsenic per month. During the boom times of a few years ago when the demand was heavy, this concern was running at full capacity and was exporting the bulk of its manufacture to the United States at Y 35 per box. There was a good profit in the business at this price.

"Recently the price has remained around Y 10 per box (4.2c per pound). As white powdered arsenic cannot be manufactured and sold at a profit at this figure, the manufacture was suspended in September. On account of the shortness of stock, the price rose to Y 12 per box (5.03 per pound), but this was merely nominal and no business is being done at this price. Inquiries from abroad have ceased and the stock is not likely to be diminished in the near future. Until the price rises to Y 15 per box (6.3c per pound) and there is an active demand at this figure, the Toyo Seiyaku Boeki Company will not resume making white powdered arsenic, according to a statement of the manager of the concern recently.

### Stocks of White Powdered Arsenic

"There are probably 200 tons of white powdered arsenic now in Japan, and the Toyo Seiyaku Boeki Co.

has approximately 70 tons in stock. None of this is being moved.

"The largest demand for white powdered arsenic acid has always come from the United States,' the manager of this concern states. The domestic consumption is almost negligible, and we export only a small amount to other countries. During the war and immediately after, when the price was up to Y 35 per box, we were able to sell all we could manufacture, but since the war ended and the business depression set in, demand has fallen away until at present we are receiving absolutely no requests for white powdered arsenic acid from the United States. The trade is dead, as the price in America is lower than we are able to meet.

"The prospects for the future depend altogether on the American market. We are unable to manufacture and sell at a profit unless the price is at least Y 15 per box. At Y 10 or Y 12 we cannot make any profit, so we have not been making our product since September, and we shall not resume its manufacture until there is a demand for it at a minimum price of Y 15 per box. We can only watch the American market; if the market for arsenic in America is good the industry in Japan will revive; if it is bad as at present and continues so there is no hope of any recovery in the trade in Japan."

"Arsenic is manufactured also to some extent in Kyushu and some stocks are on hand there, but according to the man quoted above, no business is being done in Kyushu and this product is not being manufactured here at present."

### The English Market

Reports from England from thoroughly reliable, disinterested sources state that the market there is very dull. Prices have not changed perceptibly during the present would-be boom here. In the open market in London, prices are named at £40 per ton (7.8c per pound at current exchange) for arsenic of British manufacture. The report goes on to state that stocks, while not heavy, are showing practically no movement in view of the fact that German arsenic is offered there at lower prices than British makers are willing to consider. The reports in New York recently stated that the Cornish mines were closed and that supplies from this source had been cut off. This statement appears to be correct, but the reason for closing these mines was the fact that it was impossible to compete with foreign makers' prices, and there is every assurance that they will be reopened as soon as prices offer an inducement.

### The German Market

Current spot quotations in Germany are given as 24 marks per kilo (5.5c per pound) subject to the usual export duties. Business there is reported as dull with little movement either to domestic or export buyers. It is hardly to be doubted, however, that the German market is more active than any of the others on account of the lower prices possible there.

### The New York Market

The stir in the market here seems to have resulted entirely from the fact that importers were unable to supply domestic consumers with their requirements at

the nominal low prices quoted during the past summer and fall. This made it necessary for consumers to call on manufacturers for their supplies and revealed the fact that the latter would not consider selling at a loss, which recent spot prices would have meant to them. The minimum price asked by makers is 7c per pound and even at this figure the quantity available is limited. The whole situation is entirely a matter of price. Buyers fail to realize the fact that last summer's prices did not represent business and for this reason they were somewhat disconcerted by the advance to the makers' price of 7c. If demand develops as resellers seem to expect it will be necessary for some consumers of arsenic to fill their requirements from even higher priced sources, as there are still makers here who are unable to sell at 7c at a profit. Certainly the market has not been stampeded by the wild rumors which have been spread about and business is going on in an easy manner.

### DYERS OPPOSE GERMAN DUMPING

(Special to DRUG & CHEMICAL MARKETS)

Chicago, Feb. 7.—Dyers and cleaners of the United States are alarmed at the activity of Germany toward a renewed invasion of America with dyestuffs, which was curbed during the period of the world war. Delegates to the National Association of Dyers and Cleaners convention, being held at the Hotel LaSalle Feb. 6 to 9, will take definite action toward frustrating the efforts of Germany to take away from the American manufacturer of dyestuffs what he gained during the war.

"Germany always was supposed to hold supremacy in the dye field," said Arthur Berg, vice president of the National Association of Dyers and Cleaners, "but the American manufacturer proved he could produce just as good dyes as they can in Germany, so we are going to get behind the Longworth tariff bill, which will give adequate protection to the American manufacturer through the appointment of a commission whose duty it shall be to decide what kind of dyestuffs shall come into this country."

Dyers and cleaners from every state and parts of Canada and England are attending the national conclave, when many reforms in the industry will be worked out.

### ANTI-BRIBERY BILL BEFORE THE HOUSE

(Special to DRUG & CHEMICAL MARKETS)

Washington, D. C., Feb. 8.—Representative Christopherson of South Dakota has reported from the House Committee on the Judiciary a bill relating to bribery and other corrupt trade practices. The bill (H. R. 5632) which was originally introduced was considered by the committee some time ago and several amendments were adopted. The committee then directed that the bill be reintroduced, which was done and is numbered H. R. 10159. The committee favorably reported out this latter bill. In part the committee says in its report:

"This bill seeks to prohibit what is known in trade circles as commercial bribery, an evil practice that seems to have crept into many lines of trade and to be of more far reaching consequence than is generally supposed."

The bill, as favorably reported out by the committee, has been endorsed by both the Federal Trade Commission and the Department of Commerce.

## Trade Notes and Personals

R. A. Pearson, president of the Iowa State College, told the National Agricultural Conference in Washington that a national research policy for agriculture was necessary, dealing with soil fertility and the elements needed to preserve it.

The Seaboard Chemical Co., Newark, N. J., refiners of wood alcohol, has opened offices at 41 Park Row, New York. The company is associated with the Michigan Iron and Chemical Co., which manufactures acetate of lime, acetic acid, glacial acetic acid, and charcoal pig iron.

In a suit against the Eastman Kodak Co., of Rochester, N. Y., for \$6,000,000 damages, Gustave C. Gennert of New York City, declares that the Eastman company by combining marketing and distributing agencies for photo supplies and chemicals has made it impossible for the Gennert Co. to carry on business. The business was established by C. Gennert in 1854.

James E. Edgerton, president of the National Association of Manufacturers, which held a convention in Washington, last week, appeared before the Senate Finance Committee the latter part of last week and presented a resolution which was adopted by the association, urging the immediate revision of the tariff and also the adoption of the American valuation plan as called for in the Fordney bill.

Richard N. Elliott, congressman from Indiana, told the Washington correspondent of DRUG & CHEMICAL MARKETS, last week that he was not a stockholder in the InterOcean Taube Co., mentioned in the Berlin account of an American-Swedish enterprise in Germany. Mr. Elliott said he had never been approached by anyone seeking to interest him in the venture and knew nothing about the company.

Professor Russell H. Chittenden, of Yale University, will address the New York Sections of the American Electrochemical Society, American Chemical Society, Society of Chemical Industry and Societe de Chimie Industrielle, at Rumford Hall, Friday, Feb. 10, on "Research in Chemistry as Related to Medicine." The subject will be further discussed by Dr. Hertz, Dr. Bogart, and Francis P. Garvin.

The annual meeting of the Drug and Chemical Club will be held on Feb. 16, when the members will vote on the following candidates for the Board of Governors for the 1922-1925 term: Arthur S. Somers, of F. L. Lavanbury Co.; George V. Sheffield, of Kasebier-Chatfield Shellac Co.; Bernard M. Culver, Charles R. Pitcher, and James W. McCullough. Herbert B. Harding, of the Humphreys' Homeopathic Medicine Co., is chairman of the Nominating Committee.

Secretary of War Weeks submitted Henry Ford's proposal for the purchase of Muscle Shoals nitrate plant in Congress on Feb. 2. In transmitting the voluminous documents, including the Ford contract, Mr. Weeks said he was passing the whole matter up to Congress "for such action as it may deem appropriate." On the eve of the delivery of Henry Ford's offer for the Government properties at Muscle Shoals, Ala., Frederick E. Engstrom of Wilmington, N. C., presented to Secretary Weeks an amended proposal to complete and operate the properties.



# SOLVAY CO. ELECTS NEW PRESIDENT

E. L. Pierce, president of the Solvay Process Co., Syracuse, has resigned, and E. D. Winkworth, president of the Semet-Solvay Co., has been elected to succeed Mr. Pierce. Mr. Winkworth also held the position of executive vice president of the company of which he is now president. He entered the employ of the company about thirty years ago as a messenger. Mr. Winkworth is also president of Solvay Bank, Bellevue Country Club, West Side Citizens' Club, director of First Trust and Deposit Company, first vice president of the Chamber of Commerce, vice president of Onondaga Council, Boy Scouts of America, executive committeeman of the County Republican Club and director of the Y. M. C. A. and Rotary Club, all of Syracuse.

Mr. Pierce has also resigned his position as vice president and director of the Allied Chemical and Dye corporation. It was said by officials of the Solvay office that no other changes are expected.

# DR. LLOYD COMPLETES WORK ON DRUGS

John Uri Lloyd, of Cincinnati, has completed the first volume of the History of Pharmacopoeial Drugs, which he is writing for the American Drug Manufacturers Association, and it is now ready for distribution. In making the announcement the Association says:

"The volume, which deals with the botanical drugs, is absolutely unique in the annals of pharmacy. For the first time, in its history, there is available a work which takes each botanical drug and traces its history from an origin that is often lost in legend through its variations in the different editions of the pharmacopoeia. Those who know the fruits of the career of the 'Grand Old Man of Pharmacy' need only be told that he has spoken of this work as the monument of his career to appreciate something of the untold value of of this contribution to pharmaceutical literature."

Jacob Levine was arrested on a train for Chicago last Sunday, in connection with the disappearance in Philadelphia on Jan. 5 of drugs valued at \$100,000. The drugs were part of a purchase made by a New York drug concern at a United States Marshal's sale of narcotics seized by Federal agents. A local truckman, who had been engaged to haul the goods to New York, took them to his home on Jan. 5 in order to get an early start the next day. That night two men representing themselves as agents of the New York drug company called at his home and said they had changed their minds and would take the goods themselves. The truckman turned them over and said he thought no more about it until the owners inquired why delivery had not been made.

Professor Maitland C. Boswell, of the University of Toronto, Canada, announces the discovery of a new chemical reaction which can be employed in making dyestuffs from coal tar products. He is engaged now in fixing the chemical constitution of the compounds and the best conditions for their application to cotton, wool and silk. The new colors are a blue and a shade of rose.

The Prohibition Commissioner has issued an order that the use of a facsimile rubber stamp in lieu of the signature of the Federal Prohibition Director will not be permitted, and he must personally sign all permits to transport and prescribe intoxicating liquors.

# DRUG MANUFACTURERS ANNOUNCE PLANS FOR MEETING IN NEW YORK IN MAY

Association Divided into Sections for Benefit of the Six Groups of Manufacturers Constituting the Membership—Oscar W. Smith Succeeds James E. Bartlett as Vice President

(Special to DRUG & CHEMICAL MARKETS)

Washington, D. C., Feb. 8.—The Executive Committee of the American Drug Manufacturers Association has selected the Hotel Biltmore, New York, as headquarters for the annual meeting to be held during the week of May 22, lasting until Thursday night, May 25. There will be five business sessions of the association, beginning Tuesday afternoon, May 23. Monday, the 22nd, and the morning of Tuesday will be devoted to the meetings of the Biological and the Scientific Sections as well as the gatherings of the new sections.

The annual banquet will be held on the evening of the last day, Thursday, May 25, and there will be three after dinner speakers and a program of music in which the guests will take part. The get-together luncheons of last year will be discontinued. The details of the meeting have been left in charge of the president, the treasurer and the secretary and several innovations and unique features are under consideration. Other plans adopted by the Executive Committee concern the reorganization of the Association into five sections of the character of the Biological Section. The membership of the Association comprises six separate industries—the biological producers, who already have a section of their own; the crude drug millers, the essential oil producers, the medicinal chemical manufacturers, pharmaceutical manufacturers, and the manufacturers of surgical dressings and plasters.

In the past the effectiveness of the Association has been almost wholly devoted to the interest of the pharmaceutical manufacturers, due to the legislative turmoil in which this industry has been embroiled, and as a result the other groups have come to feel that they are in the nature of associate members. Several schemes of reorganization have been considered from time to time with a view to making sure that the problems of each group receive due consideration, but none has seemed to promise effectiveness except the plan of organizing each group into a section at whose meetings the individual problems of that group could be treated. Owing to the fact, however, that the number of surgical dressing manufacturers is limited this group will be combined with the pharmaceutical manufacturers.

Oscar W. Smith, president of Parke, Davis & Co., was elected a vice president of the Association and a member of the Executive Committee to fill the unexpired term of James E. Bartlett, resigned.

The Textile Alliance announces to customers that hereafter the use of Contract and Order Form No. 5 will be discontinued, and instead the acceptance of consumers' orders, on their own forms, will be confirmed by an acknowledgement containing the following provision:—"The Textile Alliance, Inc., agrees to supply the dyes above if included in stocks on hand, or if obtainable from Reparation sources, but assumes no responsibility in the event of its inability to supply all or any part thereof." By inserting Alliance Serial Numbers in their orders, purchasers will avoid unnecessary correspondence, delay and the possibility of misunderstanding as to the colors wanted.

## THE PRODUCTION OF VEGETABLE OILS AND FATS FOR LAST QUARTER OF 1921

Bureau of the Census Reports Total of 1,284,236,987 Pounds—Cottonseed Oil Leads the List—Output of Linseed Oil 137,527,656 Pounds—Coconut Oil 35,588,233 Pounds

### (Special to DRUG AND CHEMICAL MARKETS)

Washington, Feb. 8.—The factory production of fats and oils (exclusive of refined oils and derivatives) during the three-month period ended Dec. 31, 1921, as compiled by the Bureau of the Census, was as follows: Vegetable oils, 710,467,576 pounds; fish oils, 22,952,224 pounds; animal fats, 465,023,527 pounds; and grease, 85,793,660 pounds; a total of 1,284,236,987 pounds. Of the several kinds of oils and fats covered by the inquiry the greatest production, 491,979,292 pounds, appears for cottonseed oil. Next in order edible and neutral lard with 362,767,474 pounds; linseed oil with 137,527,656 pounds; tallow with 100,036,487 and coconut oil with 35,588,233 pounds.

Nearly all the crude vegetable oils are passed through a refining process, although some virgin oil is expressed. The production of refined oil during the three-month period was as follows: Cottonseed, 386,816,316 pounds; coconut, 34,616,283 pounds; peanut, 6,582,633 pounds; soya-bean, 480,552 pounds; and corn, 19,949,980 pounds.

The data for the production, consumption, and stocks of fats and oils for the three-month period appear in the following statements:

### Production, Consumption, and Stocks

Kind	For the quarter ending Dec. 31, 1921.	
	Production	Consumption
Vegetable Oils		
Cottonseed, crude .....	491,979,292	418,473,377
Cottonseed, refined .....	386,816,316	184,417,914
Peanut, virgin and crude.....	10,441,712	7,635,350
Peanut, refined .....	6,582,633	6,335,199
Coconut, or copra, crude.....	35,588,233	61,802,477
Coconut, or copra, refined....	34,616,283	37,789,839
Corn, crude .....	27,779,179	23,135,482
Corn, refined .....	19,949,980	2,367,245
Soya-bean, crude .....		4,295,282
Soya-bean, refined .....	480,552	1,376,073
Linseed .....	137,527,656	68,861,356
Chinese wood or tung .....		11,414,869
Castor .....	6,628,819	1,922,423
Fish Oils		
Cod and Cod-liver .....	163,297	3,298,470
Menhaden .....	19,726,689	29,287,332

The stocks of crude cottonseed oil held Dec. 31, amounted to 100,167,166 pounds; refined cottonseed oil, 257,577,703 pounds; crude coconut oil, 25,657,815 pounds; refined coconut oil 9,725,816 pounds; linseed oil, 123,391,128 pounds; castor oil, 3,046,515 pounds.

The imports of coconut oil for the quarter were 52,054,471 pounds; linseed oil, 36,715,485 pounds. The exports of cottonseed oil amounted to 32,316,827.

The Big Four Chemical Co., Inc., 411 Main St., Utica, filed a petition in bankruptcy Feb. 6, listing liabilities of \$32,337 and assets of \$18,584, main items of which are real estate, \$15,000 and stock \$2,000. Principal creditors listed are Utica Trust and Deposit Co., \$4,500, secured; Hooker Electrochemical Co., \$7,687, and Metal Package Co., \$5,247.

The Davis Mfg. Co., Knoxville, Tenn., has completed plans for a 3-story chemical plant at Dallas, Tex., to cost about \$50,000. Grover C. Davis is president.

## VERONAL TRADE MARK CASE ARGUED

### (Special Correspondence to DRUG & CHEMICAL MARKETS)

Washington, D. C., Feb. 8.—Exclusive right of the Winthrop Chemical Co. of New York, to the use of the word Veronal as a trade-mark of an hypnotic drug, diethylbarbituric acid, was declared by Edward S. Rogers, attorney for the company, in final argument before the Federal Trade Commission, Monday, on a complaint alleging that an advertisement of the company declaring that the product was sold exclusively by the Winthrop Chemical Co. was false and misleading.

Other manufacturers of the drug under licenses issued by the Federal Trade Commission under the Trading with the Enemy Act only have the right to use the word in an explanatory sense and not as a trade mark nor as the nomenclature of any substance, argued Mr. Rogers. Veronal is not the scientific name of the drug but the brand name of the Winthrop company. He stated, however, that the respondent will agree not to repeat the offensive advertising.

The attorney for the Commission, E. L. Smith, said that when a mark does not give an indication of ownership there is no protection to the manufacturer. Originally Veronal was the name of a drug manufactured by a German firm by a patented process and that that name now generally indicates the substance and not the brand manufactured by the Winthrop Chemical Co. Mr. Rogers said that a quantity of the drug manufactured in Germany recently has been smuggled into the United States and sold as Veronal under the labels used prior to the war.

## DYE LOBBY INQUIRY BEGINS FEB. 14

### (Special to DRUG & CHEMICAL MARKETS)

Washington, D. C., Feb. 8.—The subcommittee to investigate the alleged dyestuff lobby, Senator Shortridge, chairman, met today and decided to start the investigation on next Tuesday, Feb. 14. It is not believed that the committee has the power to employ an attorney, but subpoenas will be issued by the committee for representatives of the Textile Alliance, American Dyes Institute, Chemical Foundation, American Chemical and Dye Works, the Dupont company and the Synthetic Organic Chemical Manufacturers Association.

Senator King stated that he had a list of about one hundred persons whom he might ask the committee to call.

One hundred per cent increase in automobile mileage by the use of a tellurium compound in gasoline has been obtained at Dayton, O., in experiments by Thomas Midgley and Thomas A. Boyd, chemists in the laboratories of the General Motors Corp. Tellurium has for years been considered a useless metal. A Selenium and Tellurium Committee is now engaged in making a survey of the amount of tellurium available in the country. Victor Lenher, of the American Chemical Society and Department of Chemistry of the University of Wisconsin, is chairman of the committee. Dr. Lenher estimates that as small an amount as one-hundredth of one per cent of tellurium, used in the thirty billion pounds of gasoline consumed annually in the United States would be 1,500 tons. In 1920 Dr. Lenher estimated that without further plant equipment, the United States could produce about 125,000 pounds annually.

The Sandoz Chemical Works, Inc., has opened a southern office at Room 407, Commercial Bank Building, Charlotte, N. C.



# WARNER COMPANY TAKES OVER SANITOL

(Special to Drug & Chemical Markets)

St. Louis, Feb. 7.—The Sanitol Chemical Laboratory Co. has been re-incorporated under the same name by the William R. Warner Co., Inc., which recently purchased all but the charter of the former company. The new incorporation has a capital stock of \$300,000 half paid. Henry Pfeiffer, New York, holds 949 shares, his brother Gustavus A. Pfeiffer, holds 949 shares and Benedict L. Brockman, Orville H. Stewart and Gerrard F. Mason, one share each.

Henry Pfeiffer, New York, president of William R. Warner & Co., Inc., has arrived in St. Louis to confer with his brother, G. A. Pfeiffer, vice manager of the Warner company's St. Louis plant, in regard to plans for handling the output of the Sanitol Chemical Laboratory Co., which the Warner company purchased for \$425,000 cash. Henry Pfeiffer says the headquarters will be transferred from the Laclede avenue plant to the buildings of the Warner company, 416 South Fourth st., where the Warner company took over an entire block of buildings about a year ago. It is believed that this move will enable the Warner company to save in overhead expenses and give better prices. The machinery equipment will be moved to the Warner plant in about a month. An aggressive advertising campaign will include buying space in the leading metropolitan papers, it is said. A. T. Risley, sales manager of the Sanitol Company is now on the staff of the Warner Co.

# MUST LABEL ALCOHOL "DENATURED"

(Special to Drug & Chemical Markets)

Washington, D. C., Feb. 8.—The prohibition commissioner is sending the following notice to directors regarding the advertising of denatured alcohol as "alcohol."

"It has been brought to the attention of this office that persons who sell denatured alcohol at retail frequently advertise by means of signs, posters, etc., in or about their places of business, announcing that alcohol is for sale, without any qualifying words such as 'denatured' or 'completely denatured,' in violation of Section 17 of the National Prohibition Act, and Section 97 of Regulations 60. It is charged that such retailers also frequently sell completely denatured alcohol without placing on the container thereof the cautionary 'Poison' label required by Article 108 of tax Regulations 61.

"Inasmuch as such illegal practices menace the health and lives of persons who might be misled into believing that the alcohol is pure, it is desired that you will immediately warn, and instruct all field officers subject to your direction to warn, proprietors of garages, paint shops and hardware stores, and other retail dealers in denatured alcohol generally that parties guilty of such practices must immediately discontinue them, and that any one failing to do so will be reported to the United States Attorney for prosecution."

Among the officers of the Bethlehem Laboratories, Inc., which is to manufacture Hyclorite, an antiseptic, are Harner D. Williams, president, the Carnegie Steel Co., Taylor Allerdice, vice president of the National Tube Co., and Dr. J. J. Reilly, surgeon U. S. Shipping Board. The company's authorized capital is \$5,000,000. The antiseptic which will be manufactured is said to be of much greater germicidal strength than hydrogen peroxide. A plant will be built near Pittsburgh, Pa.

# RIGHT TO WITHDRAW INTOXICATING LIQUOR LIMITED BY VOLSTEAD ACT

United States Supreme Court Decides That Section 37 Permits Transportation to Bonded Warehouses, But Not From Them—No Constitutional Question Involved—Four Cases Decided.

(Special to Drug & Chemical Markets)

Washington, D. C., Feb. 8.—The United States Supreme Court held last week that the right to withdraw intoxicating liquor from bonded warehouses for personal use is not guaranteed by the Constitution, in affirming four cases brought to determine the effect of the National Prohibition Amendment and the Act passed under it. The cases were: 174—Charles Corneli v. George H. Moore, Collector; 175—George G. Ghio v. George H. Moore, Collector. 428—William H. Bryan v. Joshua W. Miles, Collector. 548—Walter A. Estes v. George B. Crutchley, Collector.

The majority decision said: "There is nothing favorable to appellant's contention in Section 37. It permits transportation to bonded warehouses, but not from them as inferred by appellants. Transportation from them is confined to transportation to a wholesale druggist for sale by him for purposes not prohibited. A permit is necessary even for this.

Counsel urge *Street v. Lincoln Safe Deposit Co.* against this conclusion and as sustaining their contention. In that case, by motion to dismiss, it was admitted that Street was the lessee of a room in the Deposit company's warehouse, in which he had stored liquors, acquired prior to the effective date of the National Prohibition Act, which liquors were 'in his exclusive possession and control and are intended and will be used only for personal consumption of himself and the members of his family or bona fide guests'. The storage room was obviously the use of a convenience very commonly employed and contributory to his dwelling, and therefore for the reasons stated in that opinion, it was concluded that the National Prohibition Act did not render unlawful the storage of liquors there involved, or their transportation under proper permit, to the dwelling of the owner for lawful uses. And this difference in the facts in the case from those in the cases at bar removes it as a precedent. There is no analogy in Street's relation to the room in the Safe Deposit Company's warehouses and appellants' relation to bonded warehouses. They had neither control, access to or possession of the spirits they purchased. Mere ownership was not the equivalent. Under Section 33 there must be ownership, and possession in one's private dwelling and that character cannot be assigned to the bonded warehouse of the Government.

"Comment on other provisions of the Act we do not think is necessary. A reference to them demonstrates that they have no militating force against our conclusion. But appellants contend the effect we assign to the Act is to assign to it the effect of depriving them of their property without due process of law or taking it for public purposes without just compensation. To understand the conditions of the contention, a distinction in the cases must be noted. The purchases by appellants were at different dates. The spirits purchased by Corneli were all stored in bond in the spring of 1917, a date prior to the ratification of the Eighteenth Amendment. Bryan became the owner of his on the

second of October, 1919, and therefore prior to the effective date of the Volstead Act which was January 16, 1920. Ghio's purchase was about the twenty-eighth of February, 1920, and was after the date of the Amendment and the effective date of the Volstead Act. Estes avers his ownership dates from August 24, 1917.

"In considering the bearing of the dates of purchase and their relation to the dates of the Amendment and of the Volstead Act, the question of their construction blends in the discussion somewhat confusingly with the question of their constitutionality. It is asserted that the Eighteenth Amendment was not intended to be retrospective and that if it and the Volstead Act should be so treated, that is, if applied to liquor manufactured and lawfully acquired before their respective dates they are void—they are thereby taking from property its essential attributes, 'the right to use it, possess it and enjoy it,' and made unlawful by the Fifth Amendment to the Constitution and that the Fifth Amendment is not repealed by the Eighteenth Amendment. We are not disposed to trace the elements of the contentions minutely—they are all answered in their phases by the National Prohibition Cases, 253 U. S. 350, 387.

"Decrees affirmed."

#### SAVING AMERICAN GOODS IN CUBA

(Special to Drug & Chemical Markets)

Washington, D. C., Feb. 8.—Undelivered merchandise warehoused at the various Cuban ports is to be granted an extension for inventory and clearance, according to a cable dispatch from Charge d'Affaires Cable, at Havana. The volume of imported goods affected by this decision is valued at sixty and eighty million dollars, a large part of which is said to belong to American merchants who have not yet been able to effect a settlement with their Cuban customers.

President Zayas is reported to have declared that he would authorize the extension of the decree of Dec. 5, which permitted the re-export of undelivered merchandise within 120 days without the payment of duty, for a further period of two months, or for such further time as may be necessary to enable the consignors and consignees to come to an agreement. He also declared himself agreeable to an inventory of the goods in the warehouses being made at the expense of the insurance underwriters.

The extension granted is expected to afford considerable relief to the American owners of goods stored in Cuban ports, in view of the proposed decree of January 21, which authorized the Cuban customs authorities to sell all damaged goods in bonded warehouses, in order to recover the customs charges due, and then to proceed to sell all other undelivered merchandise, which had been stored over six months, as soon as the decree allowing re-exportation had expired.

The present congested condition of Cuban ports, particularly at Havana, is the result of the heavy deliveries of about a year ago on the orders placed during the preceding boom-time period, which the consignees found it difficult to accept because of the depression that had set in in the meantime, particularly the drop in the price of sugar, the principal Cuban export product.

Ida Davis, doing business under the name of David Davis Sons, New York City, is charged in a complaint issued by the Federal Trade Commission with doping and loading sponges, and selling them at a fictitious price.

#### SUES FOR \$60,000,000 SULFUR DEPOSIT

A suit involving Texas oil property worth \$25,000,000 and sulfur wells alleged to be worth \$60,000,000 was filed in the Supreme Court, New York County, on Feb. 1, by the Texas Coast Development Co., against the Texas Co. The complaint alleges that the Texas Co. obtained leases on the Hoskins ranch of 40,500 acres in Brazoria County, Texas, in large part, surrounded by property owned by the plaintiff, and 3,000 acres owned by the Mound Co. The complaint states that the plaintiff had two mortgages for \$200,000 on the property, one of which was owned and the other controlled by the Texas Co.

The defendant is alleged to have promised the plaintiff and the Mound Co., which owned 3,000 acres adjoining the Texas Co.'s property, that if they would lease their properties to the defendant it would develop the mineral resources adequately, assuring the plaintiff and the Mound Co. that they would be able to pay off the mortgages before due from the income from the property. The Texas Coast Development Co. alleges that within the eighteen months that the mortgages had to run, the Texas Co., through the Producers' Oil Co., a subsidiary, discovered a deposit of sulfur estimated to be worth \$60,000,000 at a depth of 1,000 feet and concealed that fact from the lessors by omitting all references to it from the drilling reports submitted.

The plaintiff could not meet the mortgages and the property was bid in by the Texas Co., which is alleged to have announced to the world, after it acquired the property, that a mound of sulfur worth \$60,000,000 had been discovered there.

#### HOW DYES AID ON RESEARCH WORK

The National Research Council, in an article on the use of dyes in protecting the public health, says in part: "When the bacteriologist in the public health laboratory receives a culture to test for diphtheria or a specimen to examine for tuberculosis he must put this material under the microscope in order to make a diagnosis. Bacteria are very small, colorless objects that look nearly all alike. In order to distinguish one from the other the bacteriologist has to color them with certain stains. The stains he most frequently uses, known as fuchsin, methylene blue and gentian violet, are all anilin dyes. Without them he could not diagnose these samples for diphtheria and tuberculosis, and would be equally crippled in the examination of certain other material that comes in to him regularly. Furthermore, some of the anilin dyes are proving to be valuable medicines, as they are toxic to certain harmful bacteria without being poisonous to human beings."

The Ways and Means Committee of the House has favorably reported the bill introduced by Representative Green of Iowa, "For the concentration of distilled spirits in bonded warehouses." This is the bill which was drawn by experts of the Treasury Department at the request of the Ways and Means Committee following a hearing held by the Committee.

The Egan & Hausman Co., Inc., Brooklyn, N. Y., will build a plant 50 x 100 ft., at Bodine and Hamilton sts., Long Island City, estimated to cost \$25,000. The company is now located at 476 Clinton ave., Brooklyn, and is manufacturing colors.

# **DUTCH EXPORTS OF COCOA BUTTER AND SELLING PRICE, 1915 TO 1922**

Annual Report of Amsterdam Brokers Shows Quantities of Oil of Theobroma Handled, and Countries to Which Shipments Were Made—War Interrupted the Customary Auctions

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Amsterdam, Holland, Feb. 1.—The annual report of S. W. Hoekstra, of Amsterdam, contains some valuable statistical material with regard to oil of theobroma, which is sold in two grades (Van Houten and Van Houten B) at auctions held on the first Tuesday of every month in Amsterdam. The following tables show the quantities of both grades of oil of theobroma, offered at the auctions, and the prices paid. However, from August, 1914, until December, 1919, no auctions were held. The exports of oil of theobroma from Holland by months during 1920 and 1921 follow:

	1921	1920
	Tons	Tons
January .....	406	344
February .....	368	392
March .....	257	269
April .....	363	362
May .....	440	656

	1921	1920
	Tons	Tons
June .....	532	366
July .....	453	267
August .....	359	291
September .....	596	416
October .....	641	633
From January to October...	4,415	3,996
November .....	658	
December .....	606	
		5,260

The distribution of the exports from January to October, 1921, was as follows:

	1921	1920
	Tons	Tons
Germany .....	132	66
Belgium .....	1,817	924
Great Britain .....	150	454
France .....	502	214
Poland .....	149	35
Italy .....	383	243
Switzerland .....	676	1,628
Other Countries .....	606	362
Total .....	4,415	3,996

## **Oil of Theobroma in the Dutch Market from 1915 to 1922**

	1915		1916		1917		1918		1919		1920			1921					
	cts.	cts.	cts.	cts.	cts.	cts.	cts.	cts.	cts.	cts.	kilos	cts.	kilos	cts.	kilos	cts.			
January	87¾	83¾	...	103	95	77½	...	117¾	...	...	100,000	102	120,000	95¾	...	160,000	85		
February	84¾	80½	...	...	93	76	...	...	175	136	75,000	97¾	75,000	95	14,000	97½	70,000	80	
March	80¾	76	94	92½	86	79½	...	...	...	140½	40,000	121	100,000	117½	...	70,000	78¾		
April	86¾	78½	99¾	95	99¾	85	148½	...	155	...	50,000	145½	75,000	140½	10,000	86½	50,000	78¼	
May	80¾	84	95½	84	99½	85	...	...	...	117¾	40,000	144	64,000	143¼	30,000	87	15,000	78½	
June	92	83½	95	84½	...	...	...	...	...	128¾	35,000	139¼	40,000	156½	15,000	95½	35,000	92¾	
July	101¾	93½	95	86¾	112¾	...	...	188	...	125	127¾	50,000	148½	50,000	148½	30,000	91½	20,000	85
August	103¾	102½	88¾	86¾	...	...	...	173	...	155	151½	35,000	129	55,000	131½	10,000	101¼	40,000	90¾
September	127	123½	88¾	...	117½	109½	179	...	156½	151¾	20,000	140½	65,000	137¼	15,000	101	60,000	85¼	
October	130	91¾	88¾	...	113¾	111	212½	...	155	...	10,000	132½	120,000	121½	25,000	82½	65,000	75	
November	...	85	84½	...	111¾	112	...	...	140½	129½	...	...	180,000	114¾	10,000	83	100,000	75¼	
December	...	87¾	...	...	...	120	...	...	119	108¾	45,000	117	135,000	102	25,000	81	180,000	70¾	

## **MAKING ALCOHOL BLEND FOR MOTORS**

Dr. H. E. Howe, discussing recently, the possibilities of producing alcohol, commercially, for use as a motor fuel, said that corn is one of the most satisfactory materials for making alcohol. "The real problem of the alcohol industry which involves corn is that of a fuel outlet to care for a very large production and stabilize the demand," said Mr. Howe. He quotes from a recognized authority on motor fuels the conclusion that the blending of alcohol with such hydrocarbons as benzol, gasoline or kerosene, so as to enable its application direct to existing motors without material changes either in carburettor or engine design offers the most practical solution of the problem. The blending of fuels in suitable form has been accomplished and the production has been used with success in airplanes, automobiles, motor boats and tractors. The Navy and Post Office Departments and the Bureau of Standards have made tests which have not been made public but in a number of instances, at least, successful results have been recorded.

A large plant has been constructed in Baltimore by the U. S. Industrial Alcohol Co., which will soon put on the market a blend fuel. The plant is calculated to make use of the surplus production of alcohol not required in legitimate chemical industries. Mr. Howe said that in France the development of straight alcohol fuel has been undertaken and with fair success. Engines and carburetors have been designed for the particular use of this fuel.

## **QUICKSILVER COMPANY LOSES APPEAL**

(Special to DRUG AND CHEMICAL MARKETS)

Providence, R. I., Feb. 8.—In an opinion handed down by the Supreme Court, the verdict of \$138,422.63 in favor of G. W. McNear, Inc., against the American and British Manufacturing Co., returned more than a year ago by a jury in the Superior Court, is sustained. The decision was written by Chief Justice Sweetland. The suit was the result of a contract said to have been entered into between G. W. McNear, Inc., and the American and British Manufacturing Co., involving the purchase and delivery of quicksilver in 1916. The plaintiff alleged the defendant had been guilty of a breach of contract, thereby damaging the plaintiff. An appeal was taken to the Supreme Court by the defendant company, on a bill of exception.

G. W. McNear Co., of California, during the world war, produced quicksilver, particularly for use in making fulminate of mercury, essential in the manufacture of ammunition.

In his opinion, Chief Justice Sweetland states: "All the defendant's exceptions are overruled. The case is remitted to the Superior Court for the entry of judgment on the verdict." Charles F. Choats, Jr., of Boston, and Greenough, Easton & Cross, of Providence, were attorneys for the plaintiff.

The American and British Mfg. Co. had attempted to corner the quicksilver market it was shown in another similar case recently heard in the Federal District Court for Rhode Island.

## CAN PROPRIETARIES OF BRITISH MAKE BE SUCCESSFULLY SOLD IN AMERICA?

"Anglo-American Trade," Published by the American Chamber of Commerce in London Receives Replies From New York and Philadelphia—Imported Goods Always In Demand, It Is Said

(Special Correspondence to DRUG & CHEMICAL MARKETS)

London, Feb. 1.—The American Chamber of Commerce in London publishes in the January issue of its official bulletin "Anglo-American Trade," an article headed "Possibilities of the United States as a Market for British Proprietary Articles." It is the second contribution on the subject of proprietaries, the first appearing a month ago and treating of the sale of American proprietaries in England. The January article quotes the 'Philadelphia Ledger' as follows:

"The consumer attitude in the United States is quite different from that of the British public. The word 'imported' really appeals on dependable products, so that no obstacles of prejudice against foreign goods (of quality) have to be overcome when the merchandising justifies its appeal to us.

"As the advertising of American products in the British Isles requires the direction of agency service familiar with British character, so also would a British product bidding for American favor need the experience of an American advertising agency, and we recommend that this be considered before any steps for entry into the United States be taken."

In answer to the question: "How do British prices and discounts compare with those of American manufacturers?" the "Associated Business Papers" reply in part:

"British prices at home are lower than ours, due to lower manufacturing costs. The prices and discounts offered to wholesalers by British manufacturers are not quite as favorable as the American. Our manufacturers usually allow a discount of 15 per cent plus 2 per cent on the net bill for cash within a certain period, and delivery charges are paid by the maker. British firms, as well as those in other countries, usually allow our distributors 15 per cent net delivery charges paid only to New York. This results in a smaller margin of profit for those wholesalers located some distance from New York.

"A peculiar condition sometimes exists in the matter of prices and discounts. Independent American importers have often been able to take advantage of exchange rates to buy British products of this kind and offer them to the trade at better prices and discounts than those of the regular sales agents of the British concerns. This has had a more or less demoralizing effect on sales through the British representatives here, and needs correction in some way before any extensive distribution is attempted in this country."

## CHINESE CHEMICAL STUDENTS MEET

A Chinese Students' Chemical Association, the first of its kind to be organized in the United States, has been organized at the University of California. Similar organizations will be formed throughout the United States as a national organization, it was announced. The purpose of the organization is to promote the chemical industry of China and to develop the vast mineral resources of the Orient. Included in the future activities of the Chinese organization is a course of study of lectures with Chinese merchants of Oakland, Berkeley, Alameda, and San Francisco.

## Pacific Coast Notes

George N. Black, president of the Oregon Export & Import Co., has been elected president of the Portland Foreign Commerce Club.

E. E. Simmons, of W. P. Fuller & Co., paint manufacturers of San Francisco, has sailed on a trip around the world, accompanied by his wife.

The Hawaiian Fertilizer Co. of Honolulu, with a branch at San Francisco, has authorized an increase of \$625,000 in its capital stock to provide for more working capital.

The El Dorado Lime and Minerals Co. is doing extensive development work on its calcium carbonate holdings near Placerville, Cal. Diamond drill explorations have demonstrated the depth of the deposits to be fully two thousand feet.

George Maderia Sr., a retired mining engineer, and well known throughout California, died at the home of his daughter in San Francisco on Jan. 21, at the age of eighty-six. He discovered the first magnesite mines in the State near Guerneville, where his children still have holdings.

The Standard Oil tanker Levant Arrow, is returning to the Atlantic Coast from the Orient by way of San Francisco with a cargo of 10,000 tons of coconut oil. This is the first time in several years that one of the oil ships has succeeded in picking up a return cargo, usually returning in ballast.

The Nevada Mine Operators' Association, with offices at Reno, has contracted for 2,500,000 pounds of cyanide of sodium, which is the estimated consumption of the companies belonging to the association for 1922. Nevada consumes about eighty per cent of the sodium cyanide used in the reduction of ores.

Imports at San Francisco for the third week of January included the following: On the steamer Ecuador, from Central America, 50 packages indigo; on the steamer Sonoma, from Australian ports, 452 packages kauri gum and 2913 bags copra; on the steamer Memnon, from Hull, 2700 bags soda ash and 11 barrels linseed oil, and on the steamer Tjileboet, from Batavia and way ports, 100 bales cassia, 105 bags tapioca seed, 217 bags tapioca flour, 4000 bags wax, 4495 bags copra cake and 801 tons coconut oil.

## Patents

Copies of patents may be obtained as follows: United States, 10 cents each; send to United States Patent Office, Washington, D. C.; French, one franc; send to M. M. Bellin et Cie, 56 Rue des Francs-Bourgeois, Paris, for patents of the years 1902-1907, and to L'Imprimerie Nationale, 88 Rue Vieille du Temple, Paris, for patents of later date. German, one mark; send to Patent Office, Berlin. British, eight pence; send to Patent Office, London. Postage must be sent for British patents. Stamps are not accepted in payment for U. S. patents. In ordering patents, the number, name of patentee and subject of invention must be stated.

### Granted January 24, 1922.

- 1,404,199—Arthur Given, Newark, N. J. A process and apparatus for extracting sulphur from spent oxide from gas works.
- 1,404,673—Jacob Wershow, New Haven, Conn. Preparations of medicinal substances and method of making the same.
- 1,404,708—William B. Allbright, Chicago, Ill. Hydrogenating process.
- 1,404,709—William B. Allbright, Chicago, Ill. Hydrogenating apparatus.



## QUOTATIONS ON CHEMICAL STOCKS

	Bid	Asked		Bid	Asked
Air Reduction .....	53	54	H'k Electro .....	55	66
*Allied Chem. & D. 58	58 1/4		H'k Electro, pf. ....	60	70
*Allied Ch. & D., pf. 102	104		Int. Agricult. ....	8	9
Am. Ag. Ch. ....	33	34	Int. Agricult., pf. ....	37	38
*Am. Ag. Ch., pf. ....	37	38	*Int. Nickel, pf. ....	12	12 1/2
Am. Chicle, pf. ....	9	9 1/2	*Int. Nickel, pf. ....	69	71
*Am. Chicle, pf. ....	35	40	*Int. Salt .....	43	60
*Am. Cot. Oil, pf. ....	20	20 1/2	K. Solvay .....	91	60
*Am. Cot. Oil, pf. ....	42	44	*Mathieson Alk. ....	24	25
Am. Cyan. ....	15	20	Merck & Co., pf. ....	64	68
*Am. Cyan., pf. ....	35	45	Merrimac .....	77	79
*Am. Druggists S. ....	5 1/2	6	Mulford Co. ....	45	50
Am. Glue .....	40	45	Mutual Co. ....	130	...
Am. Glue, pf. ....	65	70	*National Lead .....	91	91 1/2
*Am. Linsed .....	32	32 1/2	*National Lead, pf. 107	108	108
*Am. Linsed, pf. ....	38	39	N. J. Zinc .....	133	135
*Am. Malt .....	12	13	Niag. A., pf. ....	96	100
*Am. Zinc .....	13	13 1/2	Parke, Davis & Co. 88	90	90
*Amer. Zinc, pf. ....	37	38	Penn. Salt .....	65	67
Atlas Powder ....	114	119	People's Gas, Chi. 51 1/2	62	63
Atlas Powd., pf. ....	75	77	Procter & Gamble. 676	685	685
British Am. Chem. 1	...	...	Procter & Gam., pf. 101	101 1/4	101 1/4
By. Prod. Co. ....	67	65	Rollin Ch. ....	80	80
Carborundum ....	135	135 1/2	Rol. Ch., pf. ....	80	80
Carborundum, pf. 118 1/2	116	116	Royal Baking Po. ....	97	102
Casain Co. ....	30	45	Royal Bak. Po., pf. 89	92	92
Celluloid Co. ....	104	104 1/2	Sherwin-Williams. 520	540	540
Celluloid Co., pf. ....	106	106 1/2	Stand. Ch. ....	90	100
Ches. Mfg. ....	180	190	Swan & Finch. ....	35	40
Ches. Mfg., pf. ....	106	110	*Tenn. C. & Chem. 10	10 1/2	10 1/2
*Corn Products ....	103	104	Tex. Gulf. Sul. ....	27	27 1/2
*Corn Products, pf. 114	115	115	Union Carbide ....	45	46
*Davison Chem. ....	61 1/2	62	Union Sulphur ....	69	70
Dow Chem. ....	200	200	*Un. Drug .....	45	45
Dow Ch., pf. ....	103	103	*Un. Drug, 1st pf. 45	45	46
Du Pont .....	82	88	*Un. Dyewood. ....	94	96
Du Pont, pf. ....	71 1/2	72 1/2	Un. Gas, Imp. ....	38	39
Du Pont Chem. ....	9	9 1/2	Un. Gas, Imp., pf. 50	51	51
*Freeport, Tex. Sul. 14	14 1/2	14 1/2	U. S. Gypsum. ....	43 1/2	44
*Freept. Tx. Sul. pf. 91	93	93	*U. S. Indus. Al. ....	43 1/2	44
Grasselli .....	130	130	*U. S. Indus. Al., pf. ....	85	85
Grasselli, pf. ....	90	95	*Va.-Car. Ch. ....	30 1/2	31
Hercules, Powder. 150	160	160	*Va.-Car. Ch., pf. ....	67	68
Hercules, Powd., pf. 95	98	98	*V. Vivaudou ....	6	6 1/2
Heyden Chem. ....	1	1 1/2			

\*Listed on New York Stock Exchange

Charles A. Anderson & Co., exporters, of 395 Broadway filed schedules in bankruptcy Feb. 2, listing liabilities of \$371,553 and assets of \$234,832, main items of which are: Accounts, \$117,009; stock, \$72,068; real estate, \$25,000; cash \$24,021 and fixtures, \$17,793. Principal creditors listed are William Schall & Co., \$46,869, secured; American Foreign Service Corp., \$11,000, secured; estate of Benjamin Baer, \$55,000; Franz Hirschland, \$68,444; American National Bank of St. Paul, \$25,000, and Grasselli Chemical Co., \$17,922.

Bradstreets reports 481 failures for the week in the United States, as compared with 644 for the previous week and 313, 100, 114, 233 for the corresponding weeks 1921 to 1918. According to reports received by R. G. Dun & Co., the commercial failures which have been increasing for the last few months reached the highest total during January of any month since January of 1915. The total for last month was 2,723 in the United States as compared to 2,848 in January of 1915.

The Mathieson Alkali Works, Inc., will show a deficit, under \$200,000, for 1921, after depreciation charges. Operations in last quarter were at a profit, and the company is now earning at the rate of about \$8 per share on the common. The company manufactures bleaching and other chemicals used in the textile and paper trades and has benefited from the revival in these lines.

Acting independently of his partner, Lee Allen, of Cason & Tacker, druggists, at Lakeland, Fla., filed a voluntary bankruptcy petition at Tampa, Fla., on Feb. 2, with liabilities totaling almost \$10,000 and assets \$9,000. E. R. Squibb & Sons, Parke, Davis & Co., Norwich Pharmacal Co., and Bauer & Black are the New York creditors.

## WHY DAVISON STOCK IS ACTIVE

(Special to DRUG &amp; CHEMICAL MARKETS)

Baltimore, Feb. 8.—No changes were made either in the board of directors nor in the list of officers at the annual meeting of the Davison Chemical Co., Baltimore. As the stock is in the hands of voting trustees, including C. Wilbur Miller, the president of the company; Waldo Newcomer, president of the National Exchange Bank of Baltimore, and J. J. Nelligan, of the Safe Deposit and Trust Co., the meeting was merely a matter of form. The yearly report will not be presented until later.

The stock of the company, along with the bonds of the Davison Sulphur Co., has recently been very active, the shares having advanced last week to above 62, while the bonds are selling above par. The rise in the securities is connected with negotiations between the Davison company and the Persian Oil Co., a British concern, in regard to the possible use of a product developed by the Davison company, and the patent rights of which are held by a separate corporation. Recently Sir John Cadman, of the Persian Oil Co., came to Baltimore to investigate the product.

## WHAT CREDIT MEN SAY OF BUSINESS

The National Association of Credit Men summarizes the condition of business as follows:

1. Basic conditions have continued to improve slightly.
2. Production in some commodities is showing improvement. Encouraging indications are displayed in some of the metal industries, pig iron, steel ingots, zinc, tin; and copper mining is showing some promise of revival. Leather manufacturing, car building and repairing showed slight increases.
3. The cost of living shows a small decline.
4. Employment remains about neutral.
5. Reserves in Federal Reserve banks are moving to high figures which indicates sufficient credit available when demand arises.
6. Increased purchasing power shown on part of salaried people.
7. Business men of the nation are showing grit.

The Import Drug Co., Inc., has obtained a judgment for \$1,880.75 against the Goff-Garrod Co.

## New Incorporations

Tainton Industries Corp., San Francisco, Cal., capital \$100,000. To maintain laboratories and reduction works. A. V. Udel, C. A. Norris, J. C. Wallace, R. V. Joste and Robert E. Hall.

Colorado Fluorspar Corp., Wilmington, Del., capital \$100,000.

Henry Woods Sons Co., Wellesley, Mass., capital \$50,000. Chemicals. Edward L. Logan, Francis V. Logan, Stewart C. Woodworth, all of Boston.

Bruce Marvin Chemical Co., Boston, capital \$10,000. Chemicals. Joseph A. Conway, Frederick E. Conway, Joseph J. Crotty.

Anderson Magnesia Products Co., Boston, capital \$100,000.

Tono Chemical Co., Inc., Brooklyn, capital \$20,000. M. R. Carlin, S. W. Carlin, 283 South 2nd st.; Clara Werther, 344 Hopkinson ave., Brooklyn.

Utah Shale Process Co., Dover, Del., capital \$1,000,000. Coal-tar products. David C. Dodge, William S. Pitts, New York; Frederick M. Browning, Denver. Incorporated by the Colonial Charter Co.

Chatham Chemical Co., Savannah, Ga., capital \$150,000. To make sulfuric acid. George E. Cope, Gordon L. Groover, W. B. Stratford.

M. and M. Mfg. Chemical Co., Providence, R. I., capital 200 shares of stock of no par value. I. S. Marcus, James H. Lenardson, Howard J. McLane, 2641 Pawtucket ave., East Providence, R. I.

Irving M. Sobin, Inc., Boston, capital \$10,000. To deal in chemicals. Irving M. Sobin, Abraham S. Brodie, Samuel Iasner.



# The Heavy Chemical Market

Current Spot Quotations of Heavy Chemicals, Pages 360-362

## PRICE CUTTING LESS IN EVIDENCE

Demand For Industrial Chemicals Increasing—Buyers Subdivide Their Orders to Avoid Disturbing the Market—Red Prussiate of Potash Advanced—Arsenic and Yellow Prussiate of Soda Very Firm

### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

#### Advanced

Potash Prussiate, Red, 15c lb.

#### Declined

Bleach,  $\frac{1}{4}$ c lb. Soda Ash, Mkrs., 5c cwt.  
Carbon Bisulfide,  $\frac{1}{4}$ c lb. Soda Caustic, Spot, 10c cwt.  
Potash Caustic, Imp.,  $\frac{1}{4}$ c lb. Strontium Nitrate, Imp., 1c lb.  
Zinc Chloride, Imp., 1c lb.

### Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetic Acid, Glacial .....lb.	\$ .09	\$ .09	\$ .09	\$ .09
Sulfuric Acid, 66 deg. ....ton	16.00	16.00	16.50	20.00
Bleaching Powder Works, 100 lbs.	2.00	2.25	2.25	2.75
Copper Sulfate .....lb.	5.55	5.55	5.55	5.25
Potash, Caustic .....lb.	.05 $\frac{1}{2}$	.06	.06	.10 $\frac{1}{2}$
Saltpetre, gran. ....lb.	.07 $\frac{3}{4}$	.07 $\frac{3}{4}$	.07 $\frac{3}{4}$	.09 $\frac{3}{4}$
Soda Ash, 58 p.c. ....100 lbs.	1.75	1.75	1.75	2.10
Caustic Soda, 76 p.c. ....100 lbs.	3.40	3.50	3.70	3.70
Potassium Bichromate .....lb.	.10	.10	.10	.13 $\frac{3}{4}$
Average .....	3.235	3.275	3.350	3.818

Trading in heavy chemicals has been broadening somewhat since the first of the month and indications point to a continuance of the improvement. Buyers are still inclined to subdivide their requirements into small lots with the idea of disturbing the market as little as possible but there is no doubt that their needs are showing an increase. Makers generally are adopting a firmer attitude and prices have shown less effect from competitive price cutting than in weeks past. The price reductions during the period have generally resulted from import competition and the general desire on the part of consumers to deal with manufacturers rather than importers. The fact that foreign exchange has been on the advance during recent weeks has been taken as a hopeful indication as to the future. Arsenic and the prussiates have been decided the strongest elements of trade among resellers and importers, whose general price movement otherwise has been toward lower levels. Red prussiate of potash has advanced sharply in

nominal value in the absence of supplies and in the face of decidedly higher import prices. Arsenic and yellow prussiate of soda are very firm at recent levels. Makers have reduced bleach on competition with importers. Carbon bisulfide is lower in makers' hands, as is caustic soda. Resale caustic soda is lower on spot. Importers name lower prices on caustic potash, strontium nitrate and zinc chloride following slow demand for their rather heavy stocks of these commodities.

The metal markets show little real change. Copper and zinc are still weak, with resellers in the former. Lead appears to be very firm and has been further advanced on the Exchange here. Tin prices are a little uncertain although the market is characterized as steady.

**Acid, Acetic**—Prices are unchanged at recent levels on a basis of \$2.50@\$2.75 per hundred for 28 per cent and 9c@10c per pound for glacial. Inquiry has been slow but is showing a gradual improvement.

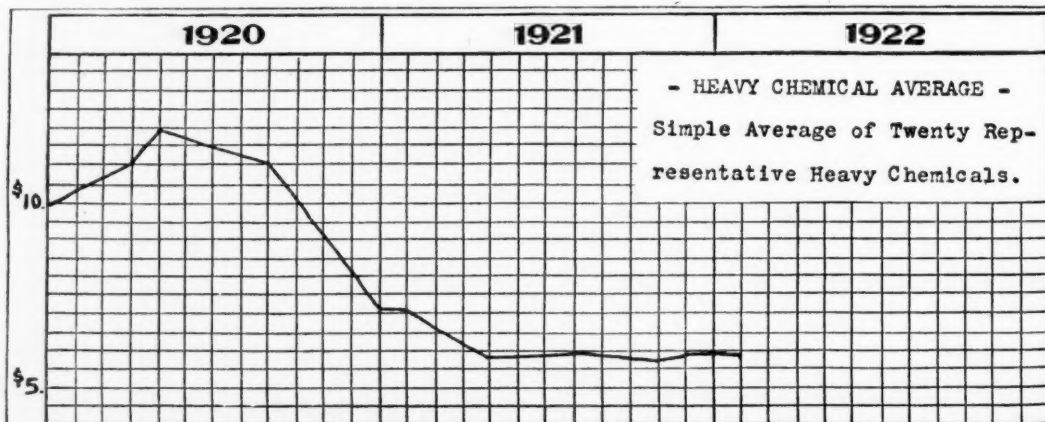
**Acid, Mixed**—Makers are holding their prices at recent levels and report sharp competition on a slightly improved demand. Prices are quoted at 8c@8 $\frac{3}{4}$ c per unit of nitric and 1c per unit of sulfuric.

**Acid, Muriatic**—The market has shown little sign of settling to a permanent level and is still greatly disturbed by the price cutting of makers in competitive bidding for business. Conditions are such that little significance can be attached to quoted prices where business of any magnitude is involved. The basis generally quoted is \$1.25 per hundred for 20° acid in carlots of carboys for either commercial or iron free acid.

**Acid, Oxalic**—Demand continues in good volume with prices steady at 13 $\frac{1}{2}$ c@14 $\frac{1}{2}$ c per pound according to location with some outside stuff held at 14c on the spot.

**Acid, Sulfuric**—Prices quoted are more generally observed and the market seems firmer at prevailing levels. Little new business is coming in at the moment but movement on contract continues good. The price basis quoted is \$16.00 per ton for 66° acid in tank cars f.o.b. works. The 60° strength is named at \$10.00 on the same basis.

**Alum**—Ammonia alum lump is steady at 3 $\frac{1}{2}$ c@4c per pound from makers against an importers' price of



3¾c. Imported potash alum is scarcer in the spot market and a larger share of the business is going to makers at 5c@5¼c per pound for lump.

**Aluminum Sulfate**—Business is quite active with the paper trade and makers are holding prices firm at \$2.50 @ \$3.00 per hundred for iron free and \$1.85@2.40 for commercial.

**Arsenic**—Prices are firm in the spot market at 7¼c with 7c named by makers. The further sharp advance expected by resellers has failed to materialize so far.

**Bleaching Powder**—Makers have reduced their price following competition with importers. Present quotations are \$2.00 per hundred for first quality bleach in large drums at works and \$2.25 f.a.s. Importers' prices are held at \$2.10 per hundred on the spot.

**Carbon Bisulfide**—Makers have eased off their price slightly and are quoting 6c@7c per pound according to quantity.

**Carbon Tetrachloride**—A few lots of imported material are in the market here which were imported under licenses granted some months ago. Prices on these lots are below those quoted by makers who are quoting 10½c@12c per pound according to quantity. The quantity of imported material which is offered at low prices here is believed to be very small and is not expected to affect the market for long.

**Potash, Caustic**—Importers' prices are easing off on the spot although shipment is still very firm. Spot lots are offered at 5½c@5¾c per pound ex-store. Makers are holding their quoted price at 8c per pound.

**Potassium Chlorate**—Makers' prices are held at 8c@9c per pound according to quantity. Importers quote lower at 5¼c@5¾c per pound.

**Potash Prussiate**—There are practically no supplies red prussiate to be had on the spot and a last sale price of 65c per pound is given. Prices from abroad are decidedly higher and it has been impossible to buy for import at less than 55c delivered here. Other sellers abroad are naming as high as 70c delivered according to quantity and arrival. The advance has come as a distinct surprise to most of the trade. Yellow prussiate of potash is firm at 25c@26c per pound.

**Soda Ash**—Makers quote lower at \$1.30 per hundred basis 48 per cent works in bags. The spot market is fairly steady at \$1.75 per hundred.

**Soda, Caustic**—Makers are holding their price at \$2.60 @ \$2.65 per hundred basis 60 per cent works. Resellers in the spot market are quoting lower at \$3.40@3.50 per hundred flat ex-store. Some export business has been put through and there are indications of better business ahead.

**Strontium Nitrate**—Importers are naming lower prices on stocks here which are not moving with any degree of freedom. Prices as low as 9c are made, but bids might be considered below this figure. Makers continue to name 14c@16c.

**Zinc Chloride**—Importers are quoting lower with fused at 5c and granulated at 6c. Makers name 7c on fused and 8c on granulated.

#### Metals

**Aluminum**—Prices are holding at 17c@18c per pound on routine business.

**Copper**—Prices are weak with resellers in the market offering speculative holdings below the market. Electrolytic and lake copper are quoted at a settling price of 13½c per pound. Casting copper is easy at 13c.

**Lead**—The market has continued its upward trend

and \$4.70 per hundred is named as the settling price for New York deliveries.

**Tin**—Prices are a trifle uncertain and signs of weakness have been noted in some directions. Straits tin is named at 31½c@31¾c per pound according to position. Standard tin is quoted at 31c and 99 per cent, at 30¾c per pound.

**Zinc**—Prices here are weakening and \$4.80 per hundred is named now.

#### TESTING TEXAS POTASH SALTS

(Special to DRUG & CHEMICAL MARKETS)

Washington, D. C., Feb. 8.—The discovery of potash in samples of salts recently received at the United States Geological Survey, Department of the Interior, from new wells bored for oil at two additional localities in western Texas extends the area in which small amounts of potash salts are known to occur some 30 miles north and 50 miles east of the area of previous discoveries. The location of one deposit is near the Means well, which is close to the New Mexico-Texas line, in Loving County, about 20 miles west of the southeast corner of New Mexico. Indications have also been found in the Panhandle. As the wells were drilled for oil, and the easily soluble salts were of secondary consequence to the drillers, the samples recently forwarded, like the samples previously received from this region and analyzed, were accompanied by scant data relative to the water in the wells, the length of time it had been in contact with the salts, or the condition of casing. It is impossible to say whether the potash-rich salts already analyzed represent beds several feet or only a few inches thick. The samples from the Means well were taken at 5-foot intervals from depth of 900 to 3,600 feet. Most of these samples have been assayed at the United States Geological Survey. Soluble potash salts containing from 3 to 16 per cent of K<sub>2</sub>O were found in 8 zones.

The amount of the potash in a sample from the McDowell well, in northern Glasscock County, is very high, but the determination was made from a single sample, which was apparently rather carelessly collected, for the depth from which it comes is given as somewhere between 900 and 1,500 feet.

#### HEAVY CHEMICAL PRICES IN JAPAN

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Tokyo, Japan, Jan. 12.—While many chemicals have been unremunerative since last spring, the constant demand, though limited in quantity, has absorbed the stocks on the market, and as stocks at the end of the year were small, prices were firm, considering the little business done. Since the New Year there has been no change in this tendency. Importers are not buying in foreign markets as freely as formerly.

At a hearing before the Interstate Commerce Commission in Washington, Jan. 28, the Traffic Committee of the National Fertilizer Association appealed for a twenty-five per cent reduction in freight rates on fertilizers and fertilizer materials. During the past year fertilizer prices have returned practically to pre-war levels while freight rates, which were increased more than 100 per cent during the war period, are still at the peak. The ratio of freight rates to the total cost of fertilizers to the farmer has rapidly increased and has been a factor in reducing fertilizer tonnage from more than 7,500,000 tons in 1920 to less than 4,500,000 tons in 1921, it was claimed.

## The Fine Chemical Market

Current Spot Quotations of Fine Chemicals, Pages 356-357

### INACTIVITY IN MEDICINAL CHEMICALS

**Market Stationary Both in Prices and Movement of Goods—Imported Citric Higher—Tartaric Acid Shows Further Weakness—Some Producers Advance Aspirin—Alcohols Weak**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

##### Advanced

Acid Citric, Imp., 1c lb.

##### Declined

Acid Citric, Amer. Mfgs., 2c lb. Quicksilver, \$1 flask  
Acid Tartaric, Imp., 1c lb. Thymol, 20c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetanilid .....	\$3.33	\$3.33	\$3.33	\$4.40
Acid Citric, resellers .....	.44	.43	.43	.45
Caffeine, Alkaloid .....	3.75	3.75	4.00	6.00
Calomel, American .....	.82	.82	.82	1.00
Camphor, Jap., ref. ....	.96	.96	.92	.80
Iodine, Resublimed .....	3.80	3.80	3.80	4.00
Menthol .....	5.25	5.25	5.25	4.40
Morphine Sulfate .....	4.80	4.90	4.80	5.80
Potassium Bromide, Cryst. ....	.19	.19	.19	.47
Quinine Sulfate, Import .....	.58	.58	.59	.65
Sodium Salicylate .....	.30	.30	.30	.33
Strychnine Sulfate .....	.88	.88	1.05	1.55
Average .....	1.84	1.84	1.87	2.19

A stationary market, both as to the movement of goods as well as of prices, characterized the medicinal chemical situation during the week past. While demand has not displayed any notable expansion, an increase in routine absorption for immediate requirements by consumers, has been shown since the first of the year. Prices have assumed a more stable position during the past ten days. The weakening influence of heavy imports has been removed to some extent, and the recent general advance in European exchange rates has firmed up prices for shipment, and eliminated some price shading from the spot market. Both domestic manufacturers and importers have apparently assumed the position that constant price cutting has been futile in stimulating new business, in fact, has been effective in keeping buyers out of the market, and the former therefore are tending more and more to stand pat at current levels.

So few have been the actual price revisions of the

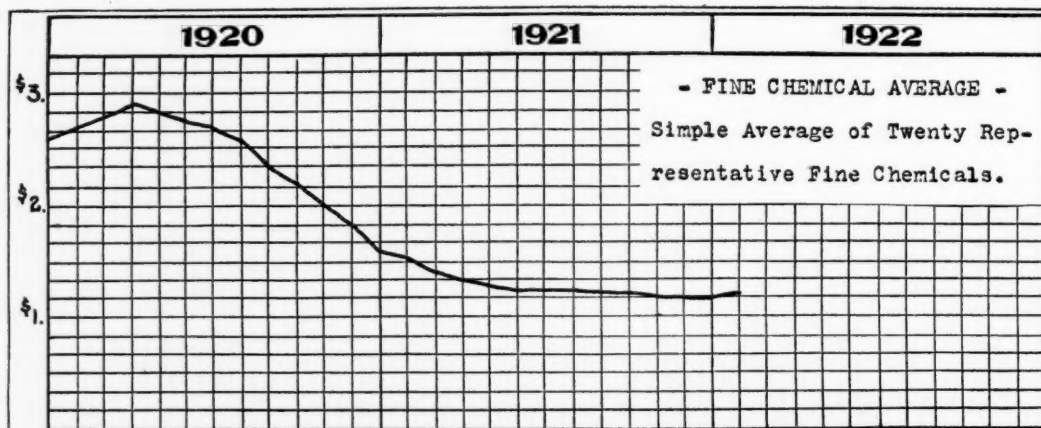
past week, that they are hardly worth recording. Citric acid was reduced two cents by domestic manufacturers late last week, but importers are still underselling on spot. Acetylsalicylic acid was advanced by some leading producers. Camphor stands out as a strong feature of the market at the recent advance. Glycerin is steady and firmly maintained by refiners. Bismuth preparations, menthol, and acetanilid are firmer and well held. Silver nitrate is slightly higher. Caffeine alkaloid, tartrates, thymol, strychnine, and denatured and wood alcohols are still weak factors.

**Acetanilid**—Firmer on the spot as resale stocks are reduced by better consuming demand. Prices unchanged at 29c for U.S.P. in 200 pound barrels in outside hands. Manufacturers adhere to 33c.

**Acid Acetylsalicylic**—A leading seller has advanced the 100 pound price for bulk aspirin to 80c a pound. Other sellers and manufacturers, however, adhere to 75c as formerly noted without change. Resale lots offered sparingly at 68c@70c a pound.

**Acid Citric**—A firmer market for citric acid was noted early this week notwithstanding the recent cut of two cents by American manufacturers. Domestic producers reduced their figures last week to 45c a pound for crystals and granular in barrels, powder 46c, all kegs 42c higher. With the opening of the market Monday, 44c was lowest with a tendency in some quarters to name 45c for imported kegs on spot. Cost to import has moved up to 41c c.i.f. which means 46c spot. The move of manufacturers may be to discourage cheap imports, and likewise to make a bid for some of the American business—it has all been going to importers for some months past—at a time when importers here have been compelled to move their prices up by primary market costs.

**Acid Tartaric**—Sharp competition in imported tartaric acid on the spot has brought on lower quotations. Offers of spot kegs, U.S.P. goods at 24c@25c a pound are heard. Demand is indicated as routine. American manufacturers hold at 30c a pound for crystals and powder without change. Cream Tartar steady at 23c @24c a pound for imported, 26½c inside for domestic from manufacturers.



**Alcohol**—Denatured and wood alcohols are weak and unchanged. The former finds a consistently poor demand for all formulae. Producers name 35c@37c a gallon for No. 5 in barrels or drums, with second hands indicating a cent or so under these figures. Demand for Nos. 5 and 6 unusually small for this time, the usual consuming season. Call for special formulae variable as to use. Wood alcohol at 60c a gallon for 95 in spot barrels and weak thereat.

**Bay Rum**—A dealer on spot indicates that demand has swung around to bay rum with tartar emetic as denaturant in place of salicylic acid as complaints state the latter discolors the solution when in contact with metal. Denatured with salicylic or tartar emetic at \$3.20 a gallon spot in barrels. With quinine at \$3.60. Offers of salicylic denatured as low as \$2.50, but reported as synthetic bay rum.

**Bismuth**—Metal firmly maintained and tending higher on the steady rise in pound sterling. On spot at \$2.10. Manufacturers quote subnitrate at \$2.00. A resale lot at \$1.85 spot.

**Caffeine**—Dull and in limited demand. Prices for alkaloid unchanged at \$3.75@4.00 a pound from leading manufacturers in 100 pound lots. Imported goods at \$3.75 in a limited way. Keen competition for such business as is available. All prices now quoted stated to be under cost of production. Higher prices believed inevitable by next summer.

**Camphor**—Firmly held at the recent advance. Demand steady, but principally from manufacturing consumers. Jobbing trade has not increased purchases to any marked extent. American refined on 96c bulk basis in barrels. Tablets range to \$1.02 for half ounces. Japanese refined gum at 96c, possibly 95c for spot slabs in cases. Tablets, such as are available, one cent under American refiners. Good sized shipments of both tablets and slabs reported afloat nearby for this port.

**Cocoa Butter**—Quoted on spot unchanged at 34c@35c a pound for bulk goods. Fingers, cakes, etc., as to wrapping and brand at 35½c@38½c a pound. Imports at this port last week 1,600 bags from Hamburg and Rotterdam.

**Cod Liver Oil**—Demand is steady, but not exceeding routine requirements. Norwegian unchanged at \$20.00 @ \$21.00 a barrel. Norway is bullish as might be expected, but spot prices tend to sag gradually under pressure of spot stocks.

**Glycerin**—Prices are firmly maintained at 16½c a pound for C.P. in drums, cans at 17½c@18c. Demand is indicated as steady but confined to routine needs just at present.

**Menthol**—Reported firmer on better demand from the drug trade. Prices, however, are unchanged at \$5.25@ \$5.40 a pound for cases and less than case lots.

**Mercury**—Various figures have been heard for quicksilver. Late last week a factor here indicated \$45.50 a flask would buy a large lot while \$47.50 was quoted for small lots. Early this week, \$48.00 was named on the ground that the market was firmer. Demand has quieted down to a small jobbing business.

**Quinine**—Reported moving steadily in small quantities principally at 59c@60c an ounce for Japanese sulfate in 100s. For larger lots, 58c is still stated as quoted on spot. American refiners name 60c an ounce in 100 ounce tins without change.

**Thymol**—Is quoted lower by leading importers on spot, \$4.50 a pound ranging to \$4.75 now being the generally held figure. Demand slack and competition keen.

# NEW DENATURED ALCOHOL FORMULAS

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Washington, D. C., Feb. 8.—David H. Blair, Commissioner of Internal Revenue, has issued two new specially denatured alcohol formulas and one modified formula. They are as follows:

"The following formula, to be known as specially denatured alcohol formula No. 27-B, is hereby authorized for use in the manufacture of liniment of soft soap, U. S. P.: To every 100 gallons of ethyl alcohol add 1 gallon oil lavender flowers, U. S. P.; 100 pounds of soft soap, U. S. P."

"The following formula, to be known as specially denatured alcohol formula No. 38-B, is hereby authorized for use in the manufacture of mouth washes and dentifrices: To every 100 gallons of pure ethyl alcohol add 5 pounds each of any two of the following: oil wintergreen, U. S. P. or Methyl Salicylate, U. S. P.; oil of cloves, U. S. P.; oil of peppermint, U. S. P.; oil of cassia, U. S. P.; menthol crystals, U. S. P."

"Any one desiring to use the above formula must specify in the application which two substances from the above list are selected."

"Completely denatured alcohol Formula No. 3 is amended to read as follows: 100 parts by volume ethyl alcohol; 5 parts by volume sulphuric ether; 2 parts by volume benzene; 1 part by volume pyridine or 1 part by volume aniline oil."

"Specifications for Aniline Oil: 1. Color, yellow; 2. Odor, aromatic; 3. Specific gravity, from 1.025 to 1.028 at 15.5°C.; 4. Boiling Point, 95 per cent shall distill within a range of 3°C, between 183°C. and 186°C."

## AMERICAN DRUGGISTS SYNDICATE GAINING

C. H. Goddard, president of the American Druggists Syndicate, says in a statement made with reference to his annual report, which will be ready for publication this month, that the company closed 1921 without owing a dollar to the banks and with no outstanding notes or bonds. He says:

"Company's real estate is free from all mortgages and from any other form of indebtedness, and is carried on company's books at cost less depreciation, while its value is undoubtedly in excess of these figures. At the close of 1921 company placed a value on land, buildings, machinery and equipment, less depreciation and reserve of \$2,500,000."

"The company had cash, Treasury certificates and bonds on hand on Dec. 31, 1921, of approximately \$1,000,000. Accounts receivable, deducting reserve for doubtful accounts approximately \$650,000. Inventories taken at market price or cost, whichever was lower, \$1,500,000. Against these assets the liabilities were less than \$100,000."

Mr. Goddard points out that since the company's last statement, as of June 30, 1921, business has shown slight monthly increases until December, 1921, for the first time in the year gross sales exceeded those of the corresponding period of 1920.

Arthur W. Gates, chief dyer of the plants of the American Thread Co. and overseer of the company's dye and bleach house at Willimantic, Conn., is to devote all of his time to his duties as chief dyer for the corporation. E. J. Moriarity, assistant overseer of the Willimantic dyehouse, will succeed Mr. Gates as overseer, and Walter Jones is advanced to the place formerly held by Mr. Moriarity.



## The Intermediate and Dye Market

Current Spot Quotations of Intermediates and Dyes, Pages 365-366

### COMPETITION IN DYES CONTINUES

**Manufacturers Obligated to Take Losses or Close Their Plants—Entire Industry Awaiting Action by Congress on the Tariff—Cotton Mill Strike Hurts Trade**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced  
No Advances  
Declined

Acid, 1, 2, 4, 10c lb.	Diethylaniline, 10c lb.
Anthraquinone, 10c lb.	p-Toluidine, 10c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Benzene, C. P. ....gal.	\$.29	\$.29	\$.29	\$.30
Naphthalene, flake ....lb.	.07½	.07½	.07½	.08
Phenol ....lb.	.11	.11	.11	.09
Xylene, 10 degrees....gal.	.35	.35	.35	.45
Toluene, pure ....gal.	.30	.30	.30	.30
Aniline Oil ....lb.	.16½	.16½	.16½	.20
Benzaldehyde ....lb.	.45	.45	.45	.45
Betanaphthol, dist. ....lb.	.30	.30	.30	.35
Paranitroaniline ....lb.	.77	.77	.77	.90
o-Toluidine ....lb.	.20	.20	.20	.27
<b>Average .....</b>	<b>0.300</b>	<b>0.300</b>	<b>0.300</b>	<b>0.341</b>

The dye and intermediate situation shows no change from the recent apathetic outlook. Buyers are forcing lower prices wherever there are orders to be placed and sellers are competing sharply for them. Throughout the market, however, there is a general feeling of apathy which cannot be overcome until demand increases and the tariff question is finally settled. Makers are taking heavy losses still where it seems necessary to keep plants going. In many cases the choice has been to lose money or close down and there have been followers of each idea. Operations throughout the industry continue on a very limited scale or not at all. The strike in the New England cotton mills has not tended to improve immediate prospects, which are indeed gloomy. Primarily improvement depends upon the action of Congress on the question of protection which seems to be subject to every delay possible.

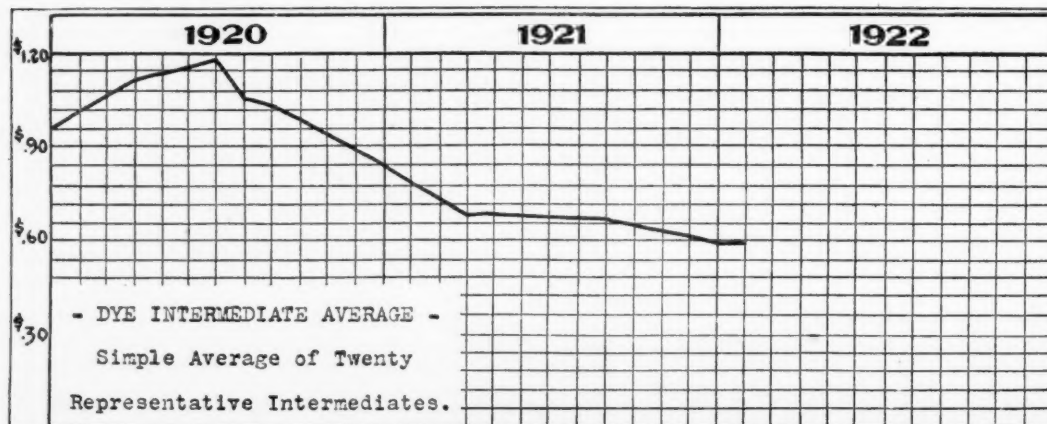
Prices are still very soft and orders for almost any commodity will bring sharp reductions. During the week changes have been announced in a few items which bring quoted prices down to the levels recently reached in trading operations. Acid 1, 2, 4 is lower in makers' hands. Sublimed anthraquinone has been reduced. Diethylaniline is lower on lack of business. Para-toluidine has been reduced although some makers hold to former prices. Para-nitroaniline is showing unexpected firmness in a market otherwise so weak and prices are very firmly held. The coal tar crudes as a group are very firm and are still scarce. Wherever stocks are to be had through resellers, prices are above the levels quoted by makers who are able to offer only limited stocks. Benzene and toluene are very firm. Naphthalene is steady and phenol shows a tendency to advance although still quoted unchanged.

#### Coal Tar Crudes

**Benzene**—Prices in refiners' hands are held firm and few resellers are able to offer. The first hand market is quoted at 29c@35c per gallon for the C. P. grade in tank cars and drums. Resellers are able to demand a cent or so over this level where they offer stocks at all. The extreme tightness of the crude tar situation continues and demand for the refined tar products is somewhat increased. The motor fuel industry continues to absorb such stocks of 90 per cent benzol as are produced at 27c@33c per gallon in tank cars and drums.

**Naphthalene**—Refiners are holding their prices on naphthalene firm at prevailing values. Flake is quoted at 7½c@8½c per pound and balls at 8½c@9½c per pound according to quantity. Resellers are doing a fair volume of business as low as 6½c for flake. The market is showing a fair amount of activity.

**Phenol**—Rumors of export demand coupled with the shortness of stocks here are holding prices in the open market very firm at 11c@14c per pound according to quantity and grade. The actual amount of business being done is limited but other factors are tending to hold the market firm. Government agents quote surplus stocks at 12c@17c per pound according to quantity and packing.





**Toluene**—Prices are firm by refiners at 30c@36c per pound.

### Intermediates

**Acid, 1, 2, 4**—Makers are quoting lower following price cutting. Supplies are to be had in this direction at 80c@85c per pound.

**Acid, Gamma**—Makers' quoted prices of \$2.00 per pound are subject to shading for firm business. In some directions \$2.25 per pound is quoted but there is little doubt that even this figure will be shaded to a competitive level on business.

**Acid, H**—Makers are still at variance on quoted values at 90c@\$1.00 per pound but offers of business will bring them to a competitive basis.

**Acid, Phthalic**—Makers are shading on competition and 32c@35c per pound can be done for acid according to quantity. Anhydride is subject to even stronger competition at 35c@37c per pound.

**Acid, Tobias'**—Makers are quoting \$1.60@\$1.70 per pound according to quantity.

**Aniline Oil**—Prices are tending to settle at present levels as makers realize that nothing is to be gained by further reductions. Spot prices are held at 16½c per pound in lots of several drums with 16c per pound possible for large lots. Contracts now in force call for deliveries below this level but makers are showing a decided reluctance to make others at similar prices.

**Antraquinone**—Makers have reduced their prices and are quoting sublimed anthraquinone at \$1.40@\$1.45 per pound.

**Benzidine**—Prices are somewhat steadier at 90c@95c per pound for base but these figures can be shaded for quantity in some directions.

**Benzaldehyde**—Prices quoted on technical benzaldehyde are nominal at 45c@50c per pound but supplies are very difficult to locate at any figure. An order for a large lot for export remains unfilled in the market at present. Makers state that they are not interested.

**Beta-naphthol**—Makers are holding at 30c and there is less pressure to sell. Demand is very slow and makers have reached the conclusion that further cutting will not improve it.

**Diethylaniline**—Makers are quoting lower at 60c@75c per pound according to quantity on a sluggish demand.

**Dimethylaniline**—Prices are quoted at 38c and 40c according to seller.

**Dinitrochlorobenzene**—Makers name 25c@27c per pound.

**Para-nitroaniline**—Makers are very firm in their ideas and are holding for 77c@80c per pound according to quantity. Bids of lower figures are consistently turned down, and it is impossible to do even 77c for lots of less than a ton.

**Para-toluidine**—Lower prices are possible with offers fairly free at \$1.00@\$1.10 per pound according to sellers. Firm quantity business can probably be done at further concessions.

**Schaeffer's Salt**—Makers are naming 60c@65c per pound according to quantity.

**Triphenyl Phosphate**—Resellers are able to offer at decided concessions below the quoted prices of 50c@60c per pound from first hands.

**Xylidine**—Makers are very firm in their ideas at 40c@45c per pound with little prospect of shading these figures for any quantity.

## NATURAL DYES INACTIVE

### Featureless Market Tends to Ease Prices—Natural Indigo Stocks Low—Archil Extract Lower

The market for natural dyes has remained quiet and without feature during the week. Trading has been largely along routine lines and consumers have been limiting their business to requirements.

**Annatto**—Prices are steady at recent levels. Fine is quoted at 27c@30c per pound and seed at 4c@5c.

**Archil Extract**—Prices are easier. Double extract is quoted at 16c@18c per pound, triple at 17c@19c and concentrated at 18c@20c, according to quality for large quantities.

**Flavine**—Prices on flavine extract are steady at 90c@95c per pound according to quality.

**Indigo**—Natural indigo is gradually being pushed into the discard and importers are not keeping their stocks up as formerly. Madras indigo at 85c@90c and Manila at \$1.25 were the only offerings in the market recently.

**Osage Orange**—Prices are easier and 7c@10c per pound is named for 42° extract according to quality for large lots.

## INDIGO CROP IN INDIA IN 1921

The following figures on indigo production for 1921 have been given out by the Department of Statistics for India at Calcutta and published in the Indian Trade Journal:

Provinces	Yield (in cwts. of dye)		Previous year (1920-21)
	Current year (1921-22)	Previous year (1920-21)	
Madras .....	42,900	25,300	+60.6
United Provinces .....	4,900	4,300	+14.0
Bihar and Orissa .....	5,400	5,000	+8.0
Punjab .....	5,800	4,700	+23.4
Bengal .....	500	700	-28.6
Bombay and Sind (including Indian States).....	1,400	1,200	+16.7
Total .....	60,900	41,200	+47.8

Increase (+) or Decrease (—) in the current year over previous year.

These figures are for natural indigo and represent an acreage of 316,600 in 1921 as compared with 240,500 in 1920 and 471,800 acres average over the preceding five years. Last year gained 48 per cent over 1920, but was 17 per cent under the preceding five year average.

## NAPHTHALENE LOWER IN LONDON

London, Jan. 28.—With the exception of naphthalene, which has been reduced in price for all grades, there is no change to record in coal-tar products. Business, during the week, has been slow. Aniline oil, 1s 4d per pound drums extra, continues very slack with values easy.

"H" acid, about 6s 6d per pound casks free, remains lifeless.

Resorcin, about 7s 6d per pound values are again a shade lower this week and there is still very little inquiry.

Benzene, pure, 3s 3d, 90°, 2s 9d per gallon in drums.

The Southern Dyestuffs Co., New York, has begun operations at its plant at Nitro, W. Va. The company purchased about 18 months ago a site at Nitro consisting of 15 acres with a frontage of 650 feet along the Kanawha river at the lower end of Nitro. The purchase price was \$147,000 and an additional \$50,000 has been spent in converting three buildings to suit the needs of the new industry. A battery of 24 tanks has been installed and 300 horsepower engines. The plant will be in charge of C. L. Masters, chief chemist.

## The Oil Market

Current Spot Quotations of Oils, Tallows, Greases, Page 368, Naval Stores, Page 369

### VEGETABLE OIL PRICES FIRMER

**Linseed Oil and China Wood Oil Higher—Cottonseed Oil In Better Position In the Market As Free Stocks Diminish—Fish Oils Are Scarce and Prices Firmer**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
China Wood, Spot, 3/4c lb.	Linseed, Dom., 1c gal.
Cottonseed, 3/4c lb.	Linseed, Imp., 5c gal.
Declined	
Palm, 3/4c lb.	Rapeseed, 2c gal.
	Turpentine, 1c gal.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Cod Oil, N. F.	\$.44	\$.44	\$.42	\$.50
Degras, American, bbls.	.03 3/4	.03 3/4	.03 1/2	.05
Lard, No. 1	.65	.65	.67	.80
Menhaden, crd.* bbls.	.38	.38	.33	.28
Neatsfoot, 20 deg. ct., gal.	1.32	1.32	1.25	1.15
Red Oil, distilled	.07 1/2	.07 1/2	.07 1/2	.07 1/2
Stearic Acid, T. P.	.10 1/2	.10 1/2	.11 1/4	.13 1/2
Coconut, Ceylon, Dom., bbls.	.08 1/2	.08 1/2	.09 1/4	.09 1/4
Cottonseed, crude, tanks	.08 1/4	.07 3/4	.07	.04 3/4
Linseed, Carlots, bbls.	.78	.77	.67	.67
Olive, denatured	1.10	1.10	1.15	1.95
Peanut, refined	.11	.11	.11	.11
Soya Bean, bbls.	.09	.09	.09	.07
Average	0.402	0.401	0.383	0.456

Vegetable oils are leading a decided improvement in the oil market. Demand is increasing in all directions and prices are correspondingly firmer where actual advances have not been made. Cottonseed, coconut and China wood oils are attracting the greatest amount of attention. The animal and fish oils are following the increased activity of these oils slowly but with apparent sureness, and, while prices in these oils have not been advanced as yet, there is some reason to believe that increased activity will ultimately bring this about. Buyers are still using every caution to place their business in such a way as to prevent advances as far as possible and they are succeeding in the majority of cases, but there is no reasonable doubt that their requirements are showing an increase over recent weeks. Conditions in the foreign markets are improving and imported oils generally are tending upward which has aided in bringing buyers in now rather than continue to hold out.

Vegetable oil prices are showing a rising tendency.

Linseed oil has been further advanced by both crushers and importers. Cottonseed oil is working into a much firmer position as interest increases and free stocks diminish. China wood oil is higher on increased demand. Coconut oil has attracted some interest during the week but prices have shown no change. Palm oil is lower. Rapeseed oil is easing off. Perilla and soya bean oils are showing signs of greater firmness on the Coast as prices in the Orient advance.

Animal oil prices are unchanged from last week but there has been a noticeable increase in inquiry and several fair lots have moved out to consumers. The tendency is still to split orders to as small parcels as possible to prevent disturbances in the market.

Fish oils are still scarce and prices are correspondingly firm. Both menhaden and cod oils are becoming more difficult to locate.

The naval stores market has remained quiet. Turpentine prices are lower on spot against an advance in primary markets. Rosins are subject to slight adjustments but average about the same.

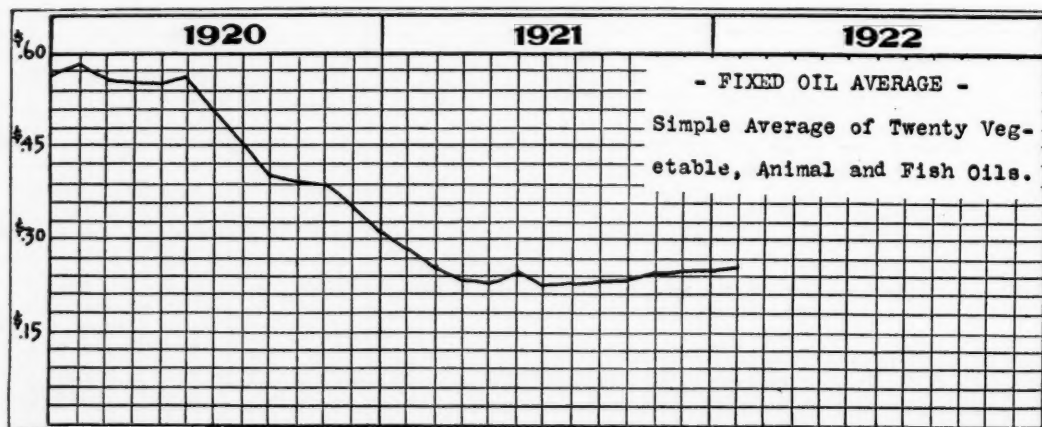
#### Vegetable Oils

**Linseed Oil**—Crushers have advanced their price another cent to a basis of 78c@79c per gallon car lots of barrels. Even this advance has been small compared to the advances which have been made in flaxseed and prices are correspondingly firm at present levels. Importers are naming higher prices for English oil at 71c@73c per gallon duty paid on the higher seed market in the Argentine and the advancing tendency of foreign exchange. The English spot market is quoted at 34 shillings per quintal. Antwerp oil is higher at 165 francs per 100 kilos.

Flaxseed has continued to advance in all markets. Buenos Aires prices are higher at \$1.80 1/2 per bushel. Duluth seed has been advanced \$2.26 1/4 @ \$2.28 1/4 per bushel, and Winnipeg, to \$2.01 3/4 @ \$2.02 1/2 per bushel.

**Castor Oil**—No change has occurred in the market and prices are easy at 11 1/2c@12 1/2c for No. 1 and 10 1/2c @ 10 3/4c for No. 3.

**China Wood Oil**—Decidedly improved interest has been noted in China wood oil on the prospect of higher prices from the Orient. Spot barrels are higher at 14 1/4c @ 14 3/4c per pound. Coast oil in barrels is offered at



13c@13½c per pound. Shipment from the Orient is offered at 10½c@10¾c per pound c.i.f. New York for prompt oil but futures are held as high as 14c, according to position.

**Coconut Oil**—Somewhat increased interest has been noted in coconut oil although prices have remained at recent levels. Spot Ceylon oil in barrels is quoted at 8½c@9c per pound, and Cochin, at 9½c@10c per pound. Manila oil on the Coast is held at 7½c@7¾c per pound in sellers' tanks although sales have been rumored as low as 7¾c. Copra is holding at 4½c@4¾c N. Y.

**Cottonseed Oil**—The prospect of a shortage of supplies of cottonseed oil in the South has led to increased interest and higher prices are named all around. Crude is offered at 8½c@8¾c per pound in buyers' tanks at Texas and southeastern mills with supplies there dwindling. The Exchange market for prime summer yellow is showing much increased activity and prices have been gaining steadily until they reached a level of 9½c@10¾c per pound over the week end according to position. Prospects in cottonseed oil at present are decidedly hopeful for those who hold stocks.

**Olive Oil**—Shipment prices on foots are easier at 7¾c@8c per pound against a steady price on the spot of 8c@8¼c per pound.

**Palm Oil**—Lower prices are named on palm oil on slowness of demand. Lagos oil is to be had at 7½c@7¾c per pound according to delivery. Niger is lower at 6¼c@6½c per pound. Bonny old Calabar is to be had below the quoted level of 6¾c@7c and it is probably possible to do 6½c.

**Peanut Oil**—Prices are firm in spite of lack of interest. The basis is 7¾c@8c per pound at southern mills in buyers' tanks. Spot crude is held at a nominal price of 9½c in barrels. Refined peanut oil in barrels on the spot is quoted at 10¾c@11c per pound.

**Rapeseed Oil**—Refined rapeseed oil is lower at 83c@85c per gallon in barrels on the spot. Blown oil is quoted as low as 91c but other makers are holding as high as 95c according to viscosity.

**Soya Bean Oil**—The Coast market is attracting a little more interest on the prospect of higher prices from the Orient. Cables recently give the lowest price possible now as 5.80c per pound for bulk oil in bond c.i.f. Coast ports. The prices quoted on the Coast by the holders of stocks are still nominally 7¼c@7½c per pound in sellers' tanks but there is little doubt that this level is due for a rise on any increase in consuming interest.

#### Fish Oils

**Menhaden Oil**—Crude oil is practically unobtainable at Baltimore and the nominal prices quoted there have been raised on such few stocks as were offered to 40c for tanks and 42c@45c for barrels. The advance was made entirely on the grounds of the scarcity as there has been no noticeable increase in request recently. Refined grades remain unchanged at recently prevailing figures.

#### Naval Stores

**Rosin**—Low grade rosins have been advanced slightly although the market has continued comparatively dull. The present range quoted is from \$5.35 for B to \$7.75 for WW.

**Turpentine**—Spot prices have eased off slightly during the week in spite of an advance in primary market prices. Spot spirits is now quoted at 92c@93c per gallon. Savannah quotations are firmer at 88c@88½c per gallon. London prices are unchanged and fairly firm at 72s 6d per quintal.

### LOWER PRICES IN JAPAN FOR FIXED OILS (Special Correspondence to DRUG & CHEMICAL MARKETS)

Tokyo, Japan, Jan. 12.—In the vegetable oil market the hope that the year 1922 would prove more satisfactory than last year is being upset. The new business that has been transacted since the holidays is poor and prices named in most transactions are lower. Peanut oil men say they have received good inquiry from the United States and that prices have been maintained, but market values still range between yen 22 and yen 23 per picul. Soya bean oil and coconut oil are growing heavier, being rarely inquired for. Coconut oil which was quoted at yen 27 per picul, last month, is now offered at yen 24 to yen 24.50 per picul.

The prospects for rapeseed oil are much worse than for coconut oil. While the stock on holders' hands continues to increase owing to rapid forwarding of spot goods by extractors at Yokkaichi or Osaka, new inquiry from foreign and domestic users is slackening. It is apprehended that another heavy fall is inevitable soon, although the standard grade has already fallen from Y 13.20 on Dec. 22, to Y 12.80 per box.

Sesame seed oil is also growing weaker, and no anticipated boom is in sight, as export inquiry has stopped without showing any indications of revival. The standard grade which was quoted at yen 18.50 toward the close of December is now offered at yen 17.50 per box.

Compared with the close of December, linseed oil is 50 sen lower. China wood oil also shows a similar decline.

### SOAP-MAKING IN BRAZIL

(Special to DRUG & CHEMICAL MARKETS)

Washington, D. C., Feb. 8.—Special Agent P. S. Smith, of the Department of Commerce has sent the following report to the Department regarding the manufacture of soap in Brazil: "Brazilian companies are able to turn out all of the laundry and cheap house soap required in that country, using as a basis the fats and greases obtained in their immediate neighborhood. The chemicals required, including rosin, soda ash, coloring matter and perfumes, must all be imported. Rosin comes exclusively from the United States, while England has had almost a monopoly on the soda trade.

"The yearly importation of soda averages 10,000 tons. It was thought a few years ago that domestic companies would be able to supply the local market, but with the resumption of free trade in this material after the war, it was found that the domestic product was more expensive than the imported, and this at once killed all prospects of local competition."

The Branscomb Chemical Co. has been appointed agents for the Just Soap Mfg. Co., Kearney, N. J., of which Frank H. Lowenfelds, of the Branscomb Company is consulting chemist. An office has been opened in Boston, to push the soap products of the Just Company, with Mr. Markowitz in charge.

The Crofts & Reed Co. and Polonia Soap Co. of Chicago, have been cited in complaints of unfair competition by the Federal Trade Commission. The complaints charge that false brands are used on certain of the companies' soaps.

The annual dinner of the Oil Trades Association of New York will take place Feb. 14 at the Waldorf-Astoria.

## The Crude Drug Market

Current Spot Quotations of Crude Drugs, Pages 370-371

### SHARP ADVANCE IN INSECT POWDERS

**Rise Follows Higher Cost Flowers—Cartagena Ipecac Firmer—Agar Agar Again Higher—Seeds Continue To Climb—Uva Ursi Scarce—Stramonium Leaves Weak—Tendency to Broader Inquiry**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Agar Agar, 5c lb.	Ipecac Rt., Cartag., 5c lb.
Balsam Tolu, 7½c lb.	Rhubarb Rt., Powd., 5c lb.
Insect Powder, pure, 10c lb.	Caraway Seed, Dutch, ¼c lb.
Half-and-Half, 5c lb.	Celery Seed, ¾c lb.
Pyrethrum Flowers, 12c lb.	Cumin Seed, Mor., ¼c lb.
Saffron Flowers, Span., 25c lb.	Poppy Seed, Dutch, 1c lb.
Uva Ursi, 2c lb.	Blue Indian, 2c lb.
Althea Root, Cut, 1c lb.	
Declined	
Manna, S.F., 7c lb.	Stramonium Leaves, 2c lb.
Nux Vomica, 1c lb.	Turmeric Root, ¼c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Aconite Root, U.S.P.	\$2.22	\$2.22	\$2.22	\$3.35
Buchu Leaves, Short	1.05	1.05	1.08	2.80
Cantharides, Russian	2.30	2.50	2.50	2.50
Cocculus Indicus	.06½	.06½	.06½	.18
Ergot, Spanish	1.03	1.03	1.05	.65
Insect Powder, pure	.39	.39	.36	.55
Ipecac, Cartagena, powd.	1.60	1.60	1.60	2.75
Nux Vomica	.10	.10	.10	.12
Opium, gum	5.50	5.50	5.50	7.50
Rhubarb Root, H. D.	.55	.50	.45	.50
Tragacanth, No. 1, ribbon	2.50	2.50	2.50	3.90
Wild Cherry Bk. thin nat.	.09	.09	.09	.10
Average	1.36	1.36	1.36	1.78

A few outstanding strong features gave somewhat of a snap to the crude drug market the early part of this week which has been lacking for many months past. Demand, except for the active specialties, has been more or less routine, building up a good day's business today and falling away to little or nothing to-morrow. Improvement, where there has been improvement, has been momentary, the market lacking any sustained period of betterment. Numerous weak spots with ready shading, and a steady downward movement in values under the pressure of distressed offerings, are still much in evidence here. Although opinions vary, the majority in the trade here claim a very slight broadening in inquiry since the first of February, particularly from manufacturing consumers.

Most of the actual price changes during the past week have been advances. Although much shading has been reported, it is mostly of a confidential nature. The spectacular rise in insect powder has been the feature of the week. Agar agar is again higher. Spanish saffron is firmer. Uva ursi is practically cleaned out here. Cartagena ipecac is in smaller supply here and firmer. Rio has been off the market for a month. Dutch poppy seed continues to climb. Rhubarb is still very firm and scarce. Stramonium leaves are weak and lower. Small flake manna is down. Nux vomica is weak.

#### Crude Drugs

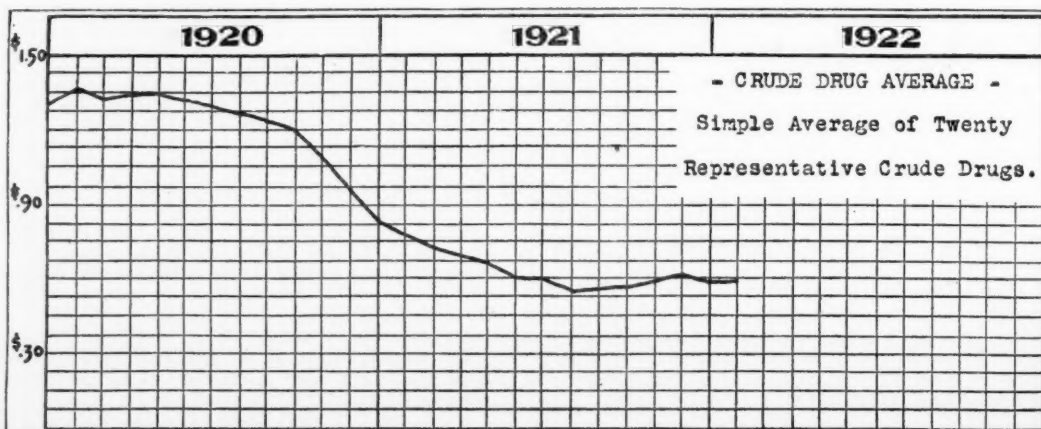
**Agar Agar**—Small stocks held here and higher prices for shipment from Java, have boosted quotations for spot goods. No. 1 is now inside at 85c a pound; No. 2 is held at 70c@75c; No. 3 is quoted higher at 52c@55c a pound.

**Ergot**—Continues in restricted demand from consumers. Prices are unchanged at \$1.03@1.05 a pound with indications that less might be done in one or two quarters on firm business. Leading importers, however, are somewhat more bullish in their views, denying any 90c in bond goods and claiming up to \$1.10 spot as the market.

**Manna**—An importer on spot has broken the market for small flake manna down to 43c a pound for spot cases. Large flake is still in small supply here at 85c a pound.

**Nux Vomica**—Weak with pressure being brought to bear on prices from several quarters. Competition for spot business as well as shipment is unusually keen. Recent offers of Madras buttons for shipment at £38 per ton and Cochins at £40 c. i. f. New York, are taken as indicating a much weaker situation in India than shippers there care to admit. Nux has been due for a break for some time past and the stage appears set just now. On spot, buttons are named at 9c@10c; powder openly held at 13c for U. S. P., although 12c was intimated in two quarters.

**Balsams**—Tolu balsam is in small supply on spot and higher prices are demanded. Best now for spot clean goods is 37½c a pound; 35c for crude. Peru at \$1.50 a pound. Canada easier at \$10.75 a gallon.





**Barks**

**Buckthorn**—Soft at 7c a pound for small lots, 6½c in a big way. Demand dull and routine.

**Elm**—Bundles at 30c for selected in small demand and subject to competition. Powdered and ground at 14c@15c a pound spot.

**Soap**—Quiet and easy at 5½c@6c a pound for whole. Cut and crushed at 9c@10c. Powdered at 11c.

**Flowers**

**Chamomile**—As to seller and quality, prices for Hungarian style flowers range from 19c up to 21c a pound for spot cases.

**Insect**—The spectacular rise in insect powders late last week and during the early part of the current week, was the outstanding feature of the market. Last Friday, the movement began on higher flower quotations. Pure spot powder was jacked up to 45c from 39c@40c. Early this week, sales were made at 47c, but by Tuesday, the market stood at 50c@52c a pound with the tendency of some sellers to make the latter inside. Half and half powder rose to 30c@32c. On spot, such flowers as are available were held at 45c, while shipment is about equivalent to this position. The powder movement represents an advance of about 25 per cent in less than a week, and has been more or less expected for some weeks past.

**Saffron**—Spanish is now inside here at \$17.00 a pound for one pound tins. A well known seller is reported to have been forced to cover outside at \$17.00 for goods sold at \$16.50 last week.

**Leaves and Herbs**

**Belladonna**—Sales of high test belladonna leaves 0.5 T. A., have been made on spot during the week at 14c. U. S. P. test available at 11c without difficulty.

**Buchu**—The inactivity of buchu on spot has shown no change since the last report. Spot sellers are holding at \$1.05 a pound for less than bale lots, the only orders which are coming in. A big consumer indicated as still offering out an excess lot of stock at \$1.00. No definite new crop news from Cape Town. Old crop for shipment, still at 85c c. i. f. with no takers.

**Sage**—Dalmatian firmer at 5½c@6½c as to quality. Good grade Spanish offered here at 3½c@4c. Greek at the same level.

**Stramonium**—Continues very weak and under pressure. Lower prices are noted here this week, 10c@12c being named on spot.

**Uva Ursi**—Practically cleaned out here. Prices much higher at 8c@9c a pound for small lots.

**Roots**

**Althea**—Holders of good quality althea tend to boost prices. For A-1 cut goods, 11c a pound is inside for spot cases, although some off grade might be had for less.

**Ipecac**—Supplies of spot Cartagena root are in much smaller supply here and a first hand advance has been followed by higher prices from crude drug dealers. Inside for small lots of whole is now \$1.30 a pound with powdered unchanged at \$1.60. Rio has been off this market for a month. The low price is reported to have materially reduced production in South America.

**Licorice**—Spot bales Spanish at 6c and easy. Powdered continues to sell freely at 9½c@10c. Competition on a big lot would bring out less. Bundles and baby bundles at 25c and 28c.

**Rhubarb**—Two small lots are selling on spot at 55c @58c for whole and 65c@70c for powder. Demand

continues steady and prices well held at the higher levels. All goods coming from China reported short shipped. A lot near-by afloat at 50c to arrive.

**Senega**—Indicated as much firmer at 75c@80c a pound spot.

**Seeds, Spices, etc.**

**Caraway**—Dutch higher here at 7¾c@8c a pound.

**Celery**—Another advance in celery seed has brought spot to 14c. For shipment from small stocks in France at 13¾c c. i. f.

**Cumin**—Morocco has tightened further to an inside of 10¾c a pound spot.

**Poppy**—Dutch poppy seed is now inside at higher levels, 13½c@14c a pound spot being named. Blue Indian up sharply to 6½c spot.

**PROTEST DRUG TRAFFIC CHARGES**

The Drug and Chemical Section of the New York Board of Trade and Transportation, through William F. McConnell, has issued a statement replying to the recent charges made by Stephen P. Anderson, a trustee of the Narcotic Drug Control League, that trafficking in narcotics in New York has made the city "the plague spot of the United States." The statement by Mr. McConnell says in part:

"Pursuant to the Hague agreement the United States carried out its obligations by the enactment of the Harrison narcotic law, which prohibits the importation of narcotics except for medicinal purposes, and also the exportation of such drugs excepting to the countries having regulated the importation thereof."

Mr. McConnell points out as the result of laws passed and regulations made that since May 1, 1920, basing this statement upon Government figures, the exports have been small quantities such as carried by an ordinary druggist to meet the legitimate needs of the physician.

Mr. McConnell says it is not true there is no law to curb the traffic in habit-forming drugs. He declares the State Health Department is endowed with plenary powers, and the Federal laws, are wide to control the use and sale of drugs. It is not the fault of the laws, he says, but the limited ability to enforce them to the utmost.

"The injustice of the charges," he continues, "is that they do not differentiate between the legitimate scientific users of narcotics for medicinal purposes and the class of men referred to as the underworld."

Seven drug and chemical interests reporting to the Federal Reserve Bank of St. Louis, say their sales in December were from 14 to 22 per cent under those of December, 1920, but showed little variation from November, 1921. December was a quiet month but orders since January 1, have showed a healthy revival, the first two weeks running well over the same periods last year. There is a slightly better demand for chemicals from manufacturers.

Exports of glycerin during December were 434,449 pounds valued at \$59,371. Norway took 112,000 pounds, Canada 240,484 pounds, and Japan 35,320 pounds. The imports of crude glycerin were 86,071 pounds valued at \$8,338.

F. J. McDonough, of McKesson & Robbins, sailed on the Aquitania for a trip to England, Holland, France and Germany. He will be gone about two months.

## The Essential Oil Market

Current Spot Quotations of Essential Oils and Aromatic Pages 372-373

### SLOWER MARKET FOR ESSENTIAL OILS

Reduced Demand During Week Past—Prices Generally Steady With Few Revisions—Citronella Still Outstanding Firm Feature—Technical Cassia Practically Nominal

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

##### Advanced

Oil Citronella, Ceylon, 1c lb.

##### Declined

Oil Anise, 5c lb. Citral, 25c lb.  
Oil Eucalyptus, 2c lb. Safrol, 5c lb.  
Phenylethylalcohol, 50c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Oil Bergamot .....	\$5.00	\$5.00	\$5.00	\$6.00
Oil Citronella, Ceylon .....	.51	.50	.45	.35
Oil Cloves .....	2.20	2.20	2.25	1.50
Oil Lemon .....	.65	.65	.65	.80
Oil Peppermint, Natural .....	1.70	1.70	1.75	4.25
Oil Sandalwood, E. I. ....	7.10	7.10	7.25	9.25
Oil Sassafras, Artif. ....	.53	.52	.50	.70
Benzaldehyde, U.S.P. ....	1.25	1.25	1.25	1.00
Coumarin .....	3.25	3.25	3.50	3.00
Methyl Salicylate .....	.35	.35	.35	.45
Vanillin .....	.55	.55	.55	.65
<b>Average .....</b>	<b>2.13</b>	<b>2.13</b>	<b>2.15</b>	<b>3.28</b>

A week of reduced activity has been noted in most essential oil quarters here. Few price changes have been noted, the general disposition being to hold quotations steady in spite of the small demand from consuming centers. Sellers have time and again expressed the view that experience of the past two years has shown no greater bulk of goods sold at cut prices, in many instances below actual cost of import or production, than has been sold by maintaining quotations at a normal level. Confidential shading is still responsible for lowering the market on some items, but in a broad way, becomes less of a factor in this market as time goes on.

Citronella still stands as the most active firm feature of the spot situation, reduced spot stocks being unable to grow owing to the rapidity with which new imports are absorbed by consuming channels. Slightly easier quotations are reported for oil anise. Techni-

cal cassia is practically off the market here, with U. S. P. being held higher by some sellers. The lower figures for eucalyptus are not general on spot, although sales of limited lots are being made only at the lower figure. Sandalwood tends easier. In a big way, lemon is being shaded slightly. Several spot sellers of sweet birch and gaultheria have boosted prices. Coumarin weak at the recently noted decline.

#### Essential Oils

**Oil Almonds**—Bitter U. S. P. quiet and unchanged at \$4.75 a pound spot with free from prussic acid at \$5.25. Benzaldehyde U. S. P. \$1.25.

**Oil Anise**—Some spot sellers of anise oil have cut their prices this week as a result of the reduced demand and competition. Now held at 50c@55c a pound for technical as imported on spot and U. S. P. at 60c@65c.

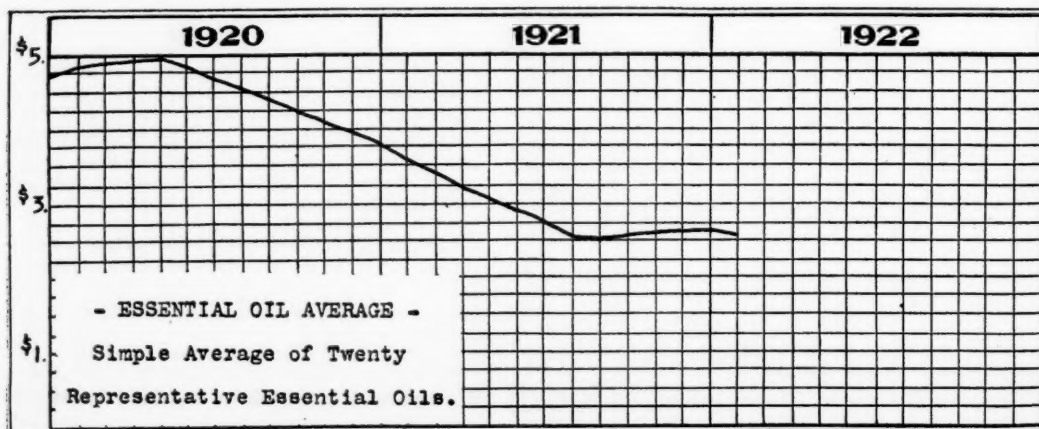
**Oil Bergamot**—Quoted generally at \$5.00 a pound for standard goods in coppers on spot. Demand is very limited. One house indicates that in a big way, a large consumer has purchased during the week at about \$4.90 net.

**Oil Caraway**—No change in the caraway situation is noted with rectified oil quiet and in small demand at \$1.60 a pound spot. Seed tends to become firmer.

**Oil Cassia**—Spot supplies of technical cassia are practically nominal on spot. Inquiries by brokers during the week have found many sellers cleaned out and those who had stock not anxious to sell, preferring to hold for their regular trade. Last noted sale was at \$1.30 for 75-80 per cent oil as imported. U. S. P. cassia is being held inside at \$1.70 a pound by some sellers, although \$1.65 can still be done here in a limited way.

**Oil Cinnamon**—Lowest seller on spot now names \$11.00 a pound for good quality heavy Ceylon oil. From this level prices range upward to \$16.00.

**Oil Citronella**—Still one of the firmest items of the essential oil group. Sales have been indicated during the past week at 50 cents a pound for drums and 52 for cans. In one or two instances, sales were claimed at 51c for drums. Spot market now gen-



erally quoted at 51c@52c a pound with the tendency still upward and no assurance that these figures will hold for any length of time. Supplies continue reduced here as a result of arrivals being small and sold before landing. Java oil quiet at 75c, with 72½c indicated in one quarter.

**Oil Cloves**—Quiet and in small demand at \$2.20 a pound for U. S. P. oil in cans on spot. Distillers are holding prices at this level in the face of a restricted demand. Zanzibar cloves are easier and unsettled on spot at 32½@34c for quantity sales.

**Oil Eucalyptus**—The spot market now stands at 40c a pound for U. S. P. Australian oil eucalyptus in cases. Cheaper shipment figures from primary markets, lack of seasonal demand here, and keen competition have further weakened an already soft situation. One or two holders indicate they are refusing business under 42c spot.

**Oil Geranium**—All types steady and unchanged. Geranium African genuine at \$7.00 ranging downward as to quality to \$5.00. Bourbon first grade at \$5.00@ \$5.50. Palmarosa not a factor, nominal at \$4.00. Supplies of Bourbon and African small.

**Oil Lavender**—Still quoted at \$2.75@3.50 a pound as to seller, quality and quantity for U. S. P. oil although reported higher for shipment. Spike soft at 90c spot.

**Oil Lemon**—A large importer indicates sales of a big lot standard brand at 65c. Other quarters state that 63c and 62c are being done for some oil, quality unknown. As to brand, prices range to 75c. Pressure from spot holdings and the unsteadiness abroad continue to hold market weak here.

**Oil Orange**—Quotations for spot goods steady and unchanged with demand routine. West Indian at \$2.15 @ \$2.25 a pound spot; Sicilian still selling at \$3.00 although holders of some brands indicate an inside of \$3.25.

**Oil Peppermint**—Still dull and in reduced demand. Prices the same at \$1.70 a pound for cases of natural oil, \$1.90 for U. S. P. Mid-west reported shading sharply in some instances.

**Oil Sandalwood**—Continues quiet and unchanged at \$7.10 a pound for spot U. S. P. East Indian sandalwood with a tendency to shade on firm business.

**Oil Wintergreen**—Gaultheria firmer at \$5.00@ \$7.00 a pound as to seller and quality. Sweet birch has been advanced in some quarters to an inside of \$2.25 by former \$2.00 sellers. Methyl salicylate at 35c for cans.

**Oil Wormseed**—A bearish factor announces a \$4.00 price for spot wormseed oil. Other holders here indicate \$4.25 a pound as still their price with no disposition to change. How much spot oil can be secured at the lower figure is problematical.

#### Aromatic Chemicals

**Citral**—The reaction in lemongrass recently has brought out slightly lower quotations for pure citral, \$3.50 up to \$4.00 a pound now being the range.

**Coumarin**—Weak and unchanged at the recent decline to \$3.25 a pound for resale imported goods. Manufacturers adhere to \$3.50 unchanged.

**Linalool**—As to quality, slightly cheaper goods are obtainable at \$5.00, possibly less, ranging up to \$8.00.

**Phenylethylalcohol**—Lowest heard here is \$7.00 for good grade. For special stocks imported, \$9.00 up is quoted.

**Sairol**—Easier on spot at 55c@60c a pound.

#### EFFORTS TO RUIN THE "SCIA" FAIL

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Milan, Italy, Jan. 27.—The report that efforts were being made to place the "Scia" in liquidation were due to the desire of enemies of the plan to regulate market for certain essential oils to create a panic. It was hoped to dishearten the producers and cause a slump in prices. Instead of this result there has been an improvement in the price of lemon oil.

All this secret work was done by brokers of no importance, with the aid of speculators in the market. The new Board of Auditors will be able to carry the company along if these officials will bear in mind the part that the company must play in marketing essential oils. By improving the company the market situation will improve, too. The stock will receive some compensation from the new production of this year, but small, on account of the deposit price paid by the Camera Agrumaria. It is reported that some factories of Arcireale have discontinued the transformation of lemons into citrate on account of the low price paid by the Camera to the depositors.

Exports were 60,000 kilos in December, exceeding considerably those of November. In the month of December, 1919, the exports were 50 per cent less. The following are the quotations:

Dec.	Lire	Dec.	Lire	Dec.	Lire
1	6.75	10	6.75	21	7.00
5	6.60	13	6.75	23	7.25
7	6.50	17	6.90	27	7.50

Prices of sweet orange are dropping. The quotations in December were nearly equal to those of December, 1919. By comparing the present prices with those of November last, one can see that there has been a considerable decline which has been constant and progressive. In fact the price has dropped from 39 lire per pound (Sicilian pound) to 36 lire. The exports from Messina were greater in December, 1921, than in 1920, having exceeded 8,000 kilos. The following are the quotations:

Dec.	Lire	Dec.	Lire	Dec.	Lire
1	37.75	10	38.00	21	36.00
5	37.75	13	36.50	23	36.50
7	37.75	17	36.00	27	36.50

**Bitter Orange:** The price of oil of bitter orange is declining. From 36 lire it dropped to 30 lire and 28 lire per pound. Good business was done at this price in December. The following are the quotations:

Dec.	Lire	Dec.	Lire	Dec.	Lire
1	36.00	10	35.00	19	32.50
5	35.00	13	33.00	23	30.00
7	35.50	17	33.00	27	31.00

There were slight fluctuations in the bergamot market. In December, 1919, the prices of bergamot oil reached 30 lire while now it is much higher. The production appears to be declining. The exports were about the same as in November, 1921, and December, 1919, about 10,000 kilos. From 60 lire per pound the price dropped to 59 lire. The following are the quotations:

Dec.	Lire	Dec.	Lire	Dec.	Lire
1	60.25	10	59.50	21	59.50
5	60.00	13	60.00	23	59.00
7	60.50	17	59.50	27	58.00

The House of Botot, of Paris, France, manufacturers of toilet goods, has opened a general agency at Montreal and is establishing branch agencies in other Canadian cities.

## The Consuming Industries

### MORE ACTIVITY IN RUBBER INDUSTRY

**Big Companies Increase Output on Receipt of Larger Orders—Solid Rubber Tires for Trucks in Demand Again, Indicating Improvement in General Business—Night Shifts Necessary**

(Special to Drug and Chemical Markets)

Akron, O., Feb. 8.—Rubber manufacturers report increasing orders for tires for pleasure cars and for trucks. The beginning of February finds the tire industry nearer pre-war normal production than was the case at the beginning of the year. On Jan. 1 it was estimated that approximately 85 per cent capacity would characterize production in the Akron district. Since that time the Goodyear Tire & Rubber Co. has gone to 20,000 tires a day, the B. F. Goodrich Co. has increased production beyond 18,000, Firestone had added 1,000 a day to production while Miller has increased approximately 500 tires a day. The smaller companies which were working on a high production basis at the beginning of the year have made some increases, by addition to working forces and night shifts. Several of the larger companies have made their increase primarily by adding to the second shifts. The third shift has not yet come back with the exception of one or two small factories where curing departments are being operated 24 hours a day. The Firestone Tire & Rubber Co. announces that production at the steel products plant, where more than one-half of the rims used in American automobile factories are manufactured has shown material increases for January over December and that orders placed for February indicate a further increase in production. The orders include rims for large and small cars and also include a large percentage of rims for solid truck tires, which are beginning to again find a market due to the increased activity throughout the country.

### UPS AND DOWNS IN LEATHER TRADE

Shoe manufacturers turning out both men's and women's footwear express disappointment regarding the results of the second drive made by salesmen for spring business. Stocks of dealers are still large, contrary to the belief expressed generally a short time ago, and the retailers' policy of buying cautiously seems as firmly established as ever, according to reports received by leading producers.

Exports of boots and shoes, including slippers, for December totalled \$1,210,000, in value compared with \$876,000 in November, an increase of about 27%, according to a statement issued by the Tanners' Council, based on figures obtained from the Department of Commerce and the Department of Agriculture. Foreign shipments of leather in December reached a value of \$3,736,000, against a total during the preceding month of \$4,020,000.

The Peerless Hosiery Dyeing Co., dyers and finishers of silk, artificial silk, wool and cotton hosiery, 1845 East Willard st., Philadelphia, opened a new dyehouse in Pleasantville, N. J., on Saturday, Jan. 28.

The Cumberland Mfg. Co., makers of glass jars, will build a plant at Bridgeton, N. J., estimated to cost \$1,000,000 including equipment.

Representatives of the National Window Glass Workers Association and the National Association of Window Glass Manufacturers, have signed an agreement carrying a 30 per cent wage reduction for window glass workers in every part of the country. The manufacturers at first asked a 45 per cent reduction.

The Nu-Tax Hosiery Co., of Bethlehem, Pa., is building a large dye house and warerooms. The improvements will more than double previous capacity. New machinery will be installed for making fine woolen and silk hosiery. E. W. Robischon, Inc., is New York selling agent.

The Grass Fibre Pulp & Paper Corp., Leesburg, Fla., will build a branch plant at Arcadia, Fla., for the manufacture of pulp and paper from saw-grass. E. R. Lacy is vice-president and general manager.

### New Consuming Companies

Downtown Drug Co., New York, capital \$50,000. S. M. Marcus, J. W. Einstein, M. Schwartz. Attorney, S. E. Levene, 160 Broadway.

Oswego Falls Corp., Fulton, N. Y., capital \$2,500,000. H. L. Paddock, F. G. Weeks, C. W. Tooke. Attorneys, Cobb, McKenzie, Smith & Edgecomb, Syracuse, N. Y.

Wonder Beverage Corp., New York, capital \$25,000. P. Damm, K. and A. S. Jansen. Attorney, M. Hillquist, 119 W. 40th st.

Larose Drug Co., New York, capital \$10,000. H. and I. Rosenbaum, W. Wellman. Attorneys, S. Gendzier, 5 Beekman st.

Queens Drug Co., Queens, L. I., capital \$30,000. D. Rosenzweig, J. Weinstein, A. Rosenberg. Attorney, H. J. Rosenson, 291 Broadway.

Gets-It Mfg. Co., Portland, Ore., capital \$20,000. To manufacture soaps and insect powders. C. Emerson and C. W. Twining. Attorney, W. K. Royal, Gasco Bldg.

Neer's Drug Store, Inc., 127 Broadway, Paterson, N. J., capital \$125,000.

Wunderdust Co., Dover, Del., capital \$500,000. To make Wunderdust and other cleansing products.

New Jersey Dyeing and Bleaching Co., 7 Bergenline ave., town of Union, N. J., capital \$100,000. To manufacture silk fabrics, dye and bleach textiles.

Rosenhain Co., Inc., New York, capital \$200,000. To make knit goods and hosiery. R. Rosenhain, 262 Dover st., Brooklyn.

H. Kohnstamm & Co., Inc., New York, capital \$1,976,000. To manufacture colors, paints, dyes. E. Kohnstamm, 87 Park Place, New York.

Dr. Marton Laboratories, Inc., 220 South State st., Chicago, capital 200 shares, no par value. To manufacture cosmetics. Edward A. Gross, Jules M. Marton, Jeanette C. Gross, Josephine M. Marton.

The Wrightwood Pharmacy, Inc., 2600 Lincoln ave., Chicago, capital \$10,000. Charles Slaw, Morris Honorof, A. B. Wernick.

Kneller, Vaughn & Co., Inc., New Haven, Conn., capital \$50,000. To make liquid cleaners. Charles S. Vaughn, Henry S. Kneller, Frank H. Kasperon, 332 North st., New Haven.

Pineapple Products Co., Tampa, Fla., capital \$50,000. Henry O. Page, J. F. O'Hanlon, C. Wade Page.

Maryland Packing Co., Baltimore, capital \$100,000. Herman and Ida Samburg, Simon Rief.

Kaufman & Falk, New York, capital \$50,000. Tanning. M. Kaufman, D. Falk, N. Fendrick. Attorneys, Otterbourg, Steindler & Houston, 200 Fifth ave.

L. S. Granatoor, Borough of the Bronx, New York City, capital \$10,000. Drug store. M. Meyrowitz, L. S. Granatoor. Attorney, R. J. Wittstein, 132 Nassau st., New York.

Freeman Products Co., 5239 S. Ashland ave., Chicago; capital \$20,000. Manufacture and deal in druggists' supplies. Herman J. Rosenzweig, E. C. Freeman, A. J. Freeman.

Avco Products Co., 1435 Winnemac ave., Chicago, capital \$10,000. Manufacture and deal in drugs and extracts. C. A. Johnson, W. O. Johnson, W. J. Frykholm.

Van Houten Drug Store, Newark, N. J., capital \$100,000. Max M. Warner, Newark; Robert Miller, Passaic; Samuel M. Larner, Bayonne, N. J.

National Ink Co., Dover, Del., capital \$100,000. Harry D. Howell, James L. Bell, Harry A. Kendall, Baltimore. Incorporated by the Colonial Charter Co.



The official report of the Dunlop Rubber Co., of England, for the year ending Aug. 31 last, shows a net loss of £8,320,000, which is more than one-half the company's ordinary share capital. The loss, which is said to be the largest, by far, declared by a British industrial company, is attributed by the directors almost entirely to depreciation in the stocks of raw materials, principally rubber and cotton, which were bought on future contracts. The report says nothing regarding the value of the company's capital asset or its American interests.

Organization of the Oswego Falls Corporation, a consolidation of the Oswego Falls Pulp & Paper Co. and the Sealright Co., Inc., of Fulton, and the Skanateles Paper Co. was announced on Jan. 31, at Syracuse, N. Y. A balance sheet shows total assets of \$6,249,613. The value of the properties involved in the consolidation, exclusive of water power rights, patents and good will, is \$4,349,759, according to an appraisal made recently.

Complete lines of semi-staples and fancy worsteds were opened up Feb. 2 by the American Woolen Co., for the Fall 1922 season at prices showing general reductions of from 5 to 17½ cents a yard. This opening completes the range of lines for the heavyweight season, the majority of the fabrics having been priced the week before last when concessions up to 12½ cents were quoted on the more staple materials.

It is reported that the Saguenay Pulp & Powr Co., Limited, of Canada has sold its entire output for a period of ten years on a cost plus profit basis. It is understood that Becker & Co., the largest paper interests of England, are behind the deal. The company's pulp wood limits are among the finest in Canada. In addition to 1,037,440 acres of crown lands, it owns 459,360 acres of freehold lands.

Bids for contracts to supply paper to the Government Printing Office for the term of six months or one year from March 1 next were opened on Jan. 23 by the Joint Congressional Committee on Printing. The condition of the paper industry was reflected in the fact that there were bids from more firms than has been the case in several years and the prices proposed were well below last year's figures.

The Maine Pulp and Paper Co., Inc., with headquarters in Buffalo and several plants in Maine, filed a petition in bankruptcy in United States Court, at Buffalo, on Jan. 31. Andrew Krieger, president of the concern, lists the liabilities at \$420,591, of which \$125,000 is in secured claims. The assets are listed as \$454,021.

Ten cotton mills and one bleachery in Rhode Island have been forced to suspend operations since Monday, Jan. 30, when a wage reduction of 20 per cent was made by most of the cotton industries in Rhode Island.

The Woolrich Cloth Mills, 2712 Jasper st., Philadelphia, will begin the production of woollens and worsteds next month. The company will buy woolen and worsted yarns. Richard Grosser is president.

A new hosiery mill at Adams, Mass., established by Joseph Watkovicz, will make women's heather clocked hosiery, buying cotton yarns and colored worsted.

The Clarke-Lague Co., Butte, Montana, will make wool hosiery, sweaters, vests, and underwear.

## Trade Tips for Sellers

British bleaching charges in the cotton trade have been reduced an average of about 7 per cent, effective Feb. 1.

Four factories of the Whitall-Tatum Co., Millville, N. J., have begun operations again, manufacturing druggists' glassware.

Operations have been resumed at the Alleghany Window Glass Co.'s plant, near Kane, Pa., after a shut down of more than a year. The company will employ 1,300 workers.

The New Castle Leather Co., Wilmington, Del., manufacturers of morocco leathers, has increased the working force at its tannery to 750 persons, the largest force employed in four years.

Owing to the high cost of packing the crops of 1920 the New York Cannery, Inc., with executive offices at Rochester, N. Y., passed the semi-annual dividend of 3½ per cent on the first preferred stock ordinarily paid on Feb. 1.

At the wool auction in London, last week, Merinos closed 10 to 20 per cent above the December prices, and in crossbreds the opening advances were firmly maintained. The total offerings were 192,000 bales, of which 183,000 bales were sold. A total of 7,806,870 pounds of wool and 7,000 pounds of worsted yarn were offered at the Government sale at Boston, Mass., on Feb. 2. The wool was sold at prices 20 per cent above those of the sale in January.

The effort of the management of the Harvard Knitting Mills at Wakefield, Mass., to make their employees partners in the business has not been a success according to Charles N. Winship, head of Winship, Boit & Co., owners, after a two-year trial. He estimated at 40 per cent the number of employees who were not co-operating. The mills were said to be among the few in the country that had not reduced wages, notwithstanding that no profits had been shown in the last two years.

A petition in bankruptcy was filed on Feb. 2, against the World Rubber Products Co., 518 West Fifty-eighth st., by these creditors: Art Printing Company, \$225; Muriel Dormer, \$251; Irving Coren, \$51. The corporation is capitalized at \$1,000,000, and a controlling interest is held by the Sales Extension Corporation, a subsidiary of the People's Collateral Pledge Society, which is in the hands of a receiver. Judge Mack appointed Jesse W. Ehrich receiver under \$3,000 bond. It is stated the liabilities are over \$100,000 and assets about \$10,000.

Cotton manufacturers employing approximately 50,000 operatives in New Hampshire, Massachusetts and Maine notified their employees of wage cuts amounting in most cases to 20 per cent., effective Feb. 13. New Hampshire plants also gave notice of an increase from forty-eight to fifty-four hours in the weekly working schedule. The principal centres involved in the readjustments were Manchester, N. H., with virtually all the rest of the cotton mills in that State following the lead of the Amoskeag and Stark Mills, and Lewiston, Me. Some 17,000 workers are employed in the two mills named, and the Lewiston plants employ 16,000.

## The Foreign Markets

Imports of Drugs, Chemicals, Dyestuffs, etc., Page 374

### DRUGS AND CHEMICALS DULL IN LONDON

Cloves, Ipecac, and Sarsaparilla Root Lower—Higher Prices Announced on Balsam Tolu, and Oil Citronella—Oil Cassia and Linseed Oil Firmer—The Market Easier for Bergamot Oil, Japanese Mint Oil, Star Anise Oil, and Turpentine

(Special Cable to Drug & Chemical Markets)

London, Feb. 8.—The next Drug Auctions will be held in April. There is little buying in either fine chemicals or crude drugs. Higher prices are asked for balsam tolu and oil citronella.

Linseed oil and oil cassia are firmer. The market is easier for bergamot oil, Japanese mint oil, star anise oil, and turpentine.

Cloves, ipecac and sarsaparilla are lower.

London, Feb. 1, (By Mail)—Although the more hopeful feeling in our markets has continued during the week, it cannot be said that there has yet been much improvement in the demand either for crude drugs, industrial or fine chemicals.

**Agar agar** is still scarce, especially the best quality, and the price is firmer at 3s 3d per pound for No. 1. Kobe and 2s 10d for No. 2.

**Antimony**—Crude is in very poor demand, and the price is easier, at about £15 10s per ton, on spot.

**Bismuth Metal**—The combine has advanced the price by 1s 6d per pound making it now 9s. The corrected prices for the Salts have not yet been issued, as we write.

**Camphor Refined**—Japanese 2½ pound slabs are easier, being now offered at 3s 11d per pound on spot.

**Citronella Oil**—There has been an advance of 2d per pound on the Ceylon, which is now quoted at 1s 9d per pound.

**Cocoa Butter**—Is easier, prime English in ton lots being now 1s 7½d per pound.

**Cod Liver Oil** is firmer at the recently advanced price of 115s per barrel c. i. f. London, but it is too early to have a report as to the prospects of this year's fisheries.

**Ergot** is easier on spot, Spanish being obtainable at 4s per pound.

**Fenugreek Seed** is firmer, business having been done at 11s per cwt for good, and 10s for inferior quality.

**Hemp Seed** is lower, at 18s per cwt for Manchurian on spot.

**Linseed Oil**—There has been a fall in the market, which closes at 30s per cwt for spot, naked, in London.

**Menthol**—The price has again advanced, 23s per pound being now wanted for Kobayashi and or Suzuki, on spot.

**Mercury** is higher, the official price for Spanish being now equal to £13 less 3 per cent, ex wharf London. In second-hands business has been done at £11 per bottle.

**Senega Root**—The spot price is lower, at 3s 11d per pound.

**Sulfonal**—Business has been slack, and price is easier at about 15s 6d per pound.

**Turpentine**—The market is now flat and lower, closing at 71s 9d per cwt for American on spot, or for February delivery.

FOREIGN EXCHANGE		Par	Current
Great Britain (pound sterling)	.....	\$4.886	\$4.331
France (franc)	.....	.193	.084
Italy (lira)	.....	.193	.047
Germany (mark) per hundred	.....	23.80	.495
Czechoslovakia (crown) per hundred	.....	20.30	1.900
Poland (mark) per hundred	.....	23.80	.031
Austria (crown) per hundred	.....	20.30	.036
Japan (yen)	.....	.499	.474
Spain (peseta)	.....	.193	.154
Holland (guilder)	.....	.402	.372
Belgium (franc)	.....	.198	.081
Norway (crown)	.....	.268	.163
Switzerland (franc)	.....	.193	.196
Sweden (crown)	.....	.268	.258
Denmark (crown)	.....	.268	.204
Argentina (peso)	.....	.424	.358
Brazil (milreis)	.....	.279	.131
China (Silver dollar—Hongkong)	.....	.789	.548
(Tael—Shanghai, silver)	.....	1.682	.735
(Tael—Peking, silver)	.....	1.156	.795
Russia—(100 rubles)	.....	51.50	.100

German manufacturers exporting to the Venetian and Adriatic market are contracting with importing firms only in terms of Italian lire, carefully avoiding any transactions involving German marks according to a report to the Department of Commerce from Consul Young at Venice. The object of these quotations is to eliminate risk of fluctuations of the mark which, in view of recent declines in German currency have rendered this move necessary on the part of German exporters.

Quotations on heavy chemicals in Italian markets in January were: Caustic soda, 76-78, lire 300 to 305 (Genoa), 300 to 325 (Milan), 250 to 260 (Trieste); calcined carbonate of soda, lire 80 to 81 (Genoa), 70 to 85 (Milan), 120 to 125 (Trieste); sulfate of magnesia, lire 52 to 53 (Genoa), 45 to 50 (Milan), 95 to 100 (Trieste); carbonate of ammonia, lump, lire 500 to 510 (Genoa), 450 to 460 (Milan), 500 to 550 (Trieste); bicarbonate of soda, lire 170 to 180 (Genoa), 200 to 210 (Milan), 190 to 210 (Trieste).

### Foreign Trade Opportunities

The Department of Commerce, Washington, D. C., has received the following inquiries for drugs, chemicals and accessories. Reserved addresses may be obtained from the Bureau and its district and cooperative offices. Request for each opportunity should be on a separate sheet and state opportunity number. The Bureau does not furnish credit ratings or assume responsibility as to the standing of foreign inquirers; the usual precautions should be taken in all cases.

689—The purchase and agency are desired by a mercantile firm in Italy for the sale of paraffin, carbonate of soda, and other chemical products. Quotations should be given c.i.f. Western Italian ports. Payment: Cash against documents. References.

692—The purchase of 50 to 100 tons of cottonseed oil is desired by a mercantile firm in Austria. Quotations should be given c.i.f. any German port. Payment to be made against documents or by bill of exchange. Reference.

696—The purchase of ammonia, nitrate of soda, and superphosphates is desired by a mercantile firm in Italy. Quotations should be given c.i.f. Italian port or f.o.b. American port. References.

698—An inquiry has been received from a merchant in Spain for the purchase and agency for fertilizing materials in bulk, such as phosphates, superphosphates, nitrates, ammonia, and fertilizers in general. Quotations should be given c.i.f. Mediterranean port. Correspondence should be in Spanish or French. References.

700—The purchase of chemicals, oils, waxes, starch, etc., is desired by a firm in Sweden. Quotations should be given c.i.f. Stockholm or Göteborg. Terms. Cash against documents. Reference.

701—A manufacturing firm in Czechoslovakia wishes to purchase raw phosphates. Quotations should be given c.i.f. German, French, or Holland ports. Reference.

# HAMBURG CHEMICAL MARKET ERRATIC

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Hamburg, Jan. 27.—The tone of the Hamburg chemical market has been rather erratic because of the perplexing fluctuations of the mark. There were, nevertheless, indications towards the close of the week pointing to an apparent stabilization of the market. Broadly speaking, business was restricted to a minimum, jobbers and consumers showing extreme caution in entering contracts on a larger scale while holders of stocks, especially the second hand, seem to be rather indisposed to part with their stocks in anticipation of a rising market.

Though export business leaves still much to be desired, a slight but distinct improvement can be chronicled. There is a fair volume of inquiries of which only a part crystallizes into orders as prices in most departments have already again exceeded the limited quotations. Most of the stocks now being shipped represent October purchases for which the export permits have already been granted. It will be more difficult to obtain permits for January or February delivery because of the demand by the Foreign Trade Control Bureau that goods be invoiced in foreign currency, but it remains to be seen whether this insistence will affect exports to any great extent.

The lively demand for yellow prussiate of potash continued throughout the week, 75 marks being quoted for domestic delivery while the export price was 85 marks. Sal ammoniac also came in for a good demand for export and fetched 24 marks as against 22 marks paid in the domestic market. The export price for copper sulfate was £25. Other chemicals for which foreign buyers showed interest were caustic soda (22 marks), caustic potash (23 marks), potassium permanganate (47 marks), oxalic acid (50 marks) sodium sulfide (17.50 marks), and acetone (62 marks). Acetic acid, of which fairly large quantities had been taken out of the market during the past few weeks, was softer, export lots being named at first at 36 marks for 98-100 per cent, material but the price weakened later to 31 marks per kilo. Calcined soda was much in demand by inland customers with quotations around 6.50 marks.

In the pharmaceutical market, interest was chiefly centered on aspirin and salicylic products despite the recent price advances by the works. Although auctions have been on the decline of late, several large lots had to be disposed of by auction during the week, including a lot of 30,000 kilos sulfate of copper which went at 18.50 to 18.75 marks per kilo f.o.b. free port Hamburg, and 10,000 kilos lead oxide for which 23.50 marks per kilo were paid.

# BRITISH HEAVY CHEMICALS STEADIER

London, Jan. 27.—There is a steadier tone in the heavy chemical market. Acetic acid is advancing owing to short supplies on spot, and makers of some products have made slight advances in their quotations. Acetic acid has been enquired for quite briskly and with only a very limited supply on spot and further imports liable to the "Key" duty, holders are now asking higher prices; 80 per cent technical, £42; 80 per cent pure, about £44; 98 per cent Glacial, about £54 to £55 per ton.

Arsenic is steady at £40 per ton for Cornish white powder. The few lots of imported seem to have been taken up.

Soda ash (58 per cent light alkali), from makers for home trade only, about £8 7s 6d per ton; spot lots British, London, about £10. North, easy at £9 per ton. Movement is very limited.

# DYE PRICES DECLINE IN JAPAN

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Tokyo, Japan, Jan. 12.—Since the beginning of the year holders of dyestuffs have hoped to see textile producers cover their requirements of summer goods. This hope has kept up their courage, but the first fortnight in January has passed without these hopes being realized. Textile producers have covered their urgent needs, but none of them has tried to lay in stocks ahead. A prominent holder here remarked that the buying season has proved no better than the weeks preceding it.

The export trade also has poor prospects. American and other manufacturers have acquired control of the market in China, and now Japanese sulfur color manufacturers are stripped of the trade built up during the war.

The decline in prices continues. Here are quotations named by Tokyo holders in comparison with the figures on Dec. 20:

January 14 December 20

(In yen per kin)

Rhodamine Extra .....	9.00	10.00
Mixed Red .....	2.50	2.50
Chrome Green .....	7.00	8.00
Direct Green B .....	3.50	4.00
Acid Green .....	7.80	8.00
Methylene Blue .....	6.50	6.50
Alizarine Blue .....	8.00	8.00
Methyl Violet .....	3.80	3.80
Bismark Brown .....	3.70	3.80
Direct Black 150% .....	2.50	2.50
Sulphur Black .....	0.40	0.41
Ciba Indigo (Barrel) .....	350.00	350.00

German manufacturers whose endeavors to regain their lost markets in Japan and adjacent countries were very strenuous last year are showing even greater activity this year. The stock of German colors, which was already over-plentiful at the close of 1921, is expected to increase this year.

American manufacturers are offering their products at lower prices. A prominent factor in the line says that American manufacturers evidently have two purposes in their new efforts to drive a wedge in the market, one of disposing of surplus cargo and the other of holding the market they built up during the war.

Swiss manufacturers have joined the competition and the dye market is faced with the possibility of greater declines or greater over-stocking. Two prominent German manufacturers have combined their sales offices in Japan. Dye merchants, it is reported, helped by Japanese manufacturers, are to file a petition with the Government requesting that some steps be taken to prevent greater dumping of foreign dyes.

High charges by bleachers, printers, and finishers in England have delayed resumption of trade. A Manchester, England, report says the cost of gray cloth for bleaching may be put at twice as much as before the war, while bleachers require four times what they then quoted. A bleacher says that no reduction is to be expected.

The outstanding opportunity in Yugoslavia, writes Consul Thomson, and probably the one most practical to begin with on relatively small capital, is the textile industry, particularly with respect to cotton goods, which are very slightly represented there, but for which the demand is enormous.



# Prices Current of Fine and Heavy Chemicals, Drugs, Essential Oils, Dyestuffs and Oils

## EXPLANATION

Prices current quoted herein are spot New York, unless otherwise indicated, for goods in large quantities in original packages of the customary trading unit of weight or measure. Re-sale prices are quoted when second-hands are a factor in the market.

The price range (two sets of figures, e. g., .16-.19) indicates either prices for different quantity orders, or else that different manufacturers or importers quote different prices. All price ranges are inclusive.

All quotations are made on the basis of avoirdupois pounds and ounces or American gallons. For the ready reference of exporters and foreign buyers the following tables of equivalents are published:

## WEIGHTS AND MEASURES

1 Imperial Gallon (Brit.)	—1.20 Amer. Gallons
1 American Gallon	—833 Imperial Gallon
1 American Gallon	—3.79 liters
1 Liter	—264 American Gallon
1 American Gallon (H <sub>2</sub> O)	weighs 8.35 pounds
1 Pound (Avoirdupois)	weighs .454 Kilogram
1 Kilogram	weighs 2.20 pounds (Avoirdupois)

## Acids

Acetic, See Heavy Chemicals	
Acetyl-salicylic	.75 — .80
Benzoic, U.S.P.	.60 — .70
Boric cryst., bbls.	.1234 — .14
Powdered, bbls.	.1234 — .14
Butyric Tech., 98 p.c.	.90 — .90
Camphoric	4.27 — 4.50
Carbolic cryst., U.S.P., drs.	.12 — .15
1-lb. bottle	.27 — .27
5-lb. bottle	.23 — .23
50 to 110-lb. tins.	.19 — .19
Liquid, U.S.P., 1 lb. bot.	.26 — .26
Crude, 25 p.c.	.30 — .36
Chromic, 98 p.c.	.45 — .45
Chrysophanic	1.70 — 1.90
Cinnamic, See Aromatic Chemicals	
Citric, crystals, bbls.	.45 — .45
Powdered	.46 — .46
Imported, kegs	.44 — .45
Cresylic, 95-100 p.c., See Coal-tar Crudes	
Formic, 75 p.c., tech.	.15 — .16
Gallic, U.S.P., bulk.	.80 — .90
Glycerophosphoric, 25 p.c.	1.65 — 1.75
Hydrobromic, 40 p.c., pure.	.40 — .40
Hydrochloric, C.P., carboys.	.07 — .08
Hydroiodic, sp. g. 1.55	.20 — .20
Hydrofluoric, see Heavy Chemicals	
Hypophosphorous, 50 p.c.	1.65 — 1.70
U.S.P., 10 p.c.	.47 — .47
Lactic, U.S.P., VIII.	.55 — .60
U.S.P., IX	.65 — .70
Molybdic, C.P.	.30 — .30
Muriatic, See Heavy Chemicals	
Nitric, C.P.	.08 — .10
Nitro Muriatic	.20 — .23
Oxalic, See Heavy Chemicals	
Picric, kegs, see Intermediates	
Phosphoric, 85-88 p.c., syr. U.S.P.	.16 — .19
50 p.c., tech.	.10 — .11
Pyrogallol, resublimated	.175 — .175
Crystals, bottles	1.20 — 1.30
Salicylic, U.S.P.	.24 — .25
Second Hands	.23 — .24
Sulfuric, C.P.	.07 — .08
Sulfurous (6-7 p.c.)	.60 — .75
Tannic, U.S.P.	.30 — .30
Tartaric, Crystals, U.S.P.	.30 — .30
Powdered, U.S.P.	.24 — .26
Imported, U.S.P., Cryst.	.24 — .26
Powdered	.24 — .26

## Fine Chemicals

Acetanilid, C.P., bbl. blk.	.29 — .33
Acetone	.12 1/2 — .13
Acetphenetidin	.165 — .165
Aconitine, Alkaloid, cryst.	.23.00 — .23.00
Amorphous	.16.00 — .16.00
Adeps Lanae, See Lanolin	
Albumen, Egg, edible	.75 — .75
Alcohol, 190 proof, U.S.P.	4.80 — 4.80
Cologne Spirit, 190 proof, gal.	4.85 — 4.85
Second Hands, U.S.P.	4.75 — 4.75
For Export, U.S.P.	.40 — .45
Wood ref., 95 p.c.	.60 — .62
97 p.c.	.63 — .68
Pure	.75 — .85
Acetone free	.80 — .85
Second Hands, 95-97 p.c.	.60 — .62
Denatured Complete	.35 — .38
Second Hands	.34 — .36
Butyl	.23 1/4 — .28 1/4
Iso-propyl, bbls.	.80 — .85
Alolin, U.S.P.	.425 — .460
Amidopyrine	.37 — .40
Ammonium, Acetate, cryst.	.85 — .90
Benzoate, cryst., U.S.P.	.65 — .70
Blechnomate, C. P.	.16 — .18
Bromide, gran., bulk.	.16 — .18
Imported	.13 — .14
Carb. Dom., U.S.P., kegs.	.18 — .20
Chloride, U.S.P.	1.35 — 1.40
Hypophosphite	.75 — 2.50
Ichthyolate (as to brand)	.40 — .40
Iodide	.45 — .55
Nitrate, C. P.	.40 — .42
Oxalate, Pure	.18 — .20
Phosphate (Dibasic)	.60 — .65
Monobasic	1.95 — 2.40
Salicylate, U.S.P.	.10 — .10
Water, Ammonia, (See Heavy Chemicals)	
Amyl Acetate, bulk, drums, gal.	.04 1/2 — .05
Antimony Chlor. (Sol. butter of Antimony)	1.65 — 1.75
Needle Powder	12.00 — 12.05
Antipyrine, bulk	14.00 — 15.00
Apomorphine Hydrochlor. 1/2 oz.	.07 — .07
Arecoline Hydrobromide .oz.	
Argols, red	
Arsenic red, See Heavy Chemicals	
White, See Heavy Chemicals	
Arsenous Iodide, U.S.P.	.75 — .80
Aspirin	9.00 — 12.00
Atropine, Alk. U.S.P., 1-oz. v. oz.	5.25 — 5.40
Sulfate, U.S.P., 1-oz. v. oz.	.125 — .125
Barbital	.25 — .25
Barium Carb. prec., pure.	.17 — .21
Dioxide	.538 — .538
Iodide	.07 — .10
Nitrate	
Bay Rum	
Denatured Salicy. Acid. gal.	3.20 — 3.25
or Tartaric	
Denatured, quinine	3.60 — 3.75
Benzaldehyde (See Aromatic Chemicals)	
Benzonaphthol	2.65 — 2.75
Berberine Hdchl.	.22.00 — .25.00
Acid Sulfate	.22.00 — .25.00
Neutral sulfate	.210 — .210
Bismuth Metallic	.520 — .520
Ammon. Citrate, U.S.P.	.280 — .280
Citrate, U.S.P.	.280 — .280
Oxochloride	1.55 — 1.55
Salicylate	.275 — .275
Subbenzoate	.210 — .210
Subcarbonate, U.S.P.	.265 — .265
For X-ray Diagnosis	.200 — .200
Subgallate	.395 — .395
Subiodide	.200 — .200
Subnitrate	1.85 — 1.90
Second Hands	.220 — .220
Subsalicylate	.0534 — .06
Tannate	.064 — .064
Borax, in bbls.	.25 — .35
U.S.P. Kegs	.20 — .20
Brucine Sulfate	.175 — .175
Bromine, purified (works)	
Bromoform	.95 — 1.06
Bromides, See Potass. Brom., etc.	
Cadmium Bromide, crystals.	.400 — .400
Iodide	.375 — .375
Metal sticks	.800 — .800
Caffeine alkaloid, bulk.	5.35 — 5.60
Resale	3.80 — 4.00
Hydrochloride	.625 — .625
Hydrobromide	
Citrated U.S.P.	
Sulfate	

## CLASSIFICATION

Items are classified into divisions based upon industrial and trade use and, within these divisions, are arranged alphabetically. The order follows roughly the order of the market reports in the text pages and the running heads at the top of the page serve as a ready index.

Fine Chemicals — medicinal, photographic, CP reagent acids and chemicals, except synthetic aromatics.

Heavy Chemicals — industrial and metallurgical acids and chemicals, except metals, dyestuffs, tanning materials and fertilizers.

Coal-Tar Products—crudes and intermediates.

Oils—the fatty oils of animal, fish, and vegetable origin.

Crude Drugs—the natural botanical products sold through the drug trade, further subdivided according to class.

Essential Oils — include the oleo-resins and are followed by the synthetic aromatic chemicals.

Calcium Glycerophosphate	.175 — .175
Hypophosphite	.65 — .65
Iodide	3.95 — 3.95
Phosphate, Precip.	.13 — .14
Monobasic	.30 — .32
Sulfocarbonate	.48 — .50
Camphor, Am. ref'd bbls. blk.	.96 — .96
16's in 1-lb. carton	1.01 — 1.01
24's in 1-lb. carton	1.02 — 1.02
32's in 1-lb. carton	.96 — .96
Japan refined, 2 1/2 lb. slabs	.99 — 1.02
Tablets (as to size)	1.70 — 1.80
Monobromated, bulk	.66 — .70
Caramel	.450 — .450
Carmine, No. 40	.35 — .40
Casein, Edible	.14 — .15
Technical	.11 1/2 — .12
Castor Oil, AA bbls.	.40 — .45
Cerium Oxalate	.04 — .05
Chalk, Precip., light	.03 1/2 — .04
Heavy	.04 — .04
Drop	.06 — .07
Charcoal, Powd.	.06 — .07
Willow, Powd.	.06 — .07
Bone Black, Powd.	.86 — .86
Chloral Hydrate, U.S.P., crystals, 25 lb. jars, 100 lb. lots	.43 — .43
Chloroform, U.S.P.	.37 — .42
Second Hands	.93 — .93
Cinchonidin, Alk., crystals.	.60 — .60
Sulfate	.54 — .54
Cinchonine, Alk., crystals.	.60 — .60
Sulfate	6.00 — 6.00
Cocaine, Hydrochl., Cryst.	6.25 — 6.25
Gran. Powd.	6.00 — 6.00
Imported	.34 — .35
Cocoa Butter, bulk	.35 1/2 — .38 1/4
Fingers, cases	.610 — .610
Codeine, Alk., 10 oz. bulk.	4.90 — 4.90
Hydrobromide	5.50 — 5.50
Hydrochloride	5.90 — 5.90
Nitrate	4.55 — 4.55
Phosphate	4.55 — 4.55
Salicylate	4.90 — 4.90
Sulfate	17.00 — 18.00
Cod Liver Oil, Newf'd.	20.00 — 21.00
Norwegian	.25 — .30.00
Colchicine, Alkaloid	.25 — .27
Salicylate	.28 — .30
Colloidin, U.S.P.	.25 — .27
Flexible, U.S.P.	.28 — .30
Corn Syrup	2.02 — 2.37



The successful use of Tincture Iodine and Iodides on the Battlefields and in the Hospitals of the World War has proven their wonderful value under the most trying conditions.

New uses are being found daily, and in the march toward its own, Iodine and its compounds will always be represented by COOPER'S LABEL as the Highest Quality and Purity obtainable.

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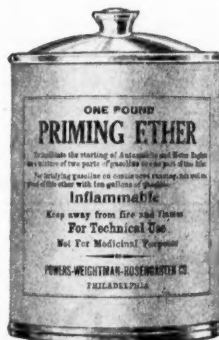
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For starting Gasoline  
and  
Kerosene Engines  
in

# COLD WEATHER

**Powers-Weightman-Rosengarten Co.**

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New York PHILADELPHIA St. Louis

Acetanilide, U. S. P.  
Bismuth Subnitrate and  
other Bismuth Salts  
Codeine and its Salts  
Creosote, U. S. P.  
Creosote Carbonate, U. S. P.  
Diacetyl-Morphine  
Glycerophosphates  
Hexamethylenamine  
Iodoform  
Mercurials (Hard)  
Morphine and its Salts  
Opium Powder, U. S. P.  
Opium Gran., U. S. P.  
Potassium Iodide

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CAREFUL regulation and the wisdom of modern science tend more and more to remove morphine from the danger of careless and indiscriminate use, and to make it truly a boon to mankind.

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Quinine and its Salts  
Silver Nucleinate  
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Sodium Benzoate  
Strychnine and its Salts  
Thymol Iodide

There can be no higher degree of purity than that which is presented to you under the label of



## Fine Chemicals

Corrosive Sublimate, see Mercury			Guaiacol, liquid.....lb. 2.75 — 3.00	Lead Iodide, U.S.P., VIII.....lb. — — 2.50	
Cotton Solution.....lb. — — .35			Carbonate.....lb. 3.75 — 4.25	Licorice, U.S.P., Mass.....lb. — — .25	
Coumarin, refined, see Aromatic Chemicals			Haarlem Oil, dom.....gross — — 3.50	Powdered.....lb. — — .40	
Cream Tartar, U.S.P.....lb. — — .26 1/4			Imported.....gross 5.40 — 5.50	Sticks.....lb. — — .50	
Imported, U.S.P.....lb. .23 — .24			Hexamethylenetetramine.....lb. .67 — .68	Comp. Powder.....lb. .12 — .13	
Creosote, U.S.P.....lb. .40 — .46			Hydrastine, Alkaloid.....oz. 17.50 — 18.00	Lithium Carbonate.....lb. — — 1.50	
Carbonate.....lb. 1.80 — 2.00			Hydrochloride.....oz. 17.50 — 18.00	Citrate.....lb. 1.60 — 1.75	
Cresol, U.S.P.....lb. .14 — .15			Sulfate.....oz. 17.50 — 18.00	Magnesium Carb. U.S.P. bbls.....lb. .12 — .14	
Diethyl Phthalate.....lb. — — .90			Hydrastinine Alkaloid.....oz. — — 60.00	Technical, bbls.....lb. .06 1/4 — .10	
Dionin, See Morph. Ethyl Hydrochl.			Hydrogen Peroxide, U.S.P., 19 gr. lots	Blocks, cases, 1, 2, 4 ozs.....lb. .18 — .22	
Dover's Powder, U.S.P.....lb. — — 2.20			4-oz. bottles.....gross 7.50 — 8.50	Glycerophosphate.....lb. — — 3.00	
Duboisine Sulfate.....oz. — — 60.00			8-oz. bottles.....gross 12.00 — 12.25	Hypophosphite.....lb. — — 1.20	
Emetine Alk., 15 gr. vials.....ca. — — 1.00			16-oz. bottles.....gross 20.00 — 20.25	Oxide.....lb. — — .53	
Hydrochloride, U.S.P.....oz. 16.00 — 17.50			Hydroquinone, bulk.....lb. 1.35 — 1.45	Peroxide, cans.....lb. — — 2.15	
15 gr. vials.....ca. — — .75			Hyoscine Hydrobromide.....oz. 12.00 — 14.00	Salicylate.....lb. — — .50	
Epsom Salt, U.S.P.....100 lbs. 2.50 — 2.75			Hyoscyamine Alkaloid.....oz. 18.00 — 20.00	Sulfate, (See Epsom Salt)	
Technical.....100 lbs. 1.00 — 1.85			Sulfate.....oz. 18.00 — 20.00	Malt Syrup kegs.....lb. — — .10	
Ergotin, Bonjean.....lb. — — 10.00			Iodides, See Potass. Iodide, etc.	Manganese Glycerophos.....lb. — — 3.00	
Eserine Sulfate.....oz. — — 14.50			Iodine, Resublimed.....lb. — — 3.80	Hypophosphite, U.S.P., VIII.....lb. 1.85 — 1.95	
Salicylate.....oz. — — 18.00			Tincture, U.S.P., bbls.....gal. 3.75 — 3.95	Iodide.....lb. — — 5.60	
Alkaloid.....oz. — — 40.00			Iodoform, Powdered, bulk.....lb. — — 4.75	Sulfate, Crystals.....lb. — — .30	
Ether, U.S.P., Conc. bulk.....lb. — — .14			Crystals.....lb. — — 5.75	Menthol, Crystals.....lb. 5.25 — 5.40	
Washed, bulk.....lb. — — .31			Iron Citrate, U.S.P., VIII.....lb. — — .99	Mercury, flasks, 75 lb.....ea. 46.00 — 48.00	
Nitrous, conc. ....lb. — — .97			and Ammon. Citrate, U.S.P.....lb. — — .84	Bisulfate.....lb. — — .29	
U.S.P., 1880, bulk.....lb. — — .39			Green scales, U.S.P.....lb. — — .84	Blue Mass.....lb. — — .56	
Anaesthesia, bulk.....lb. — — .17			Cacodylate.....lb. 9.00 — 10.00	Powdered.....lb. — — .58	
Motor Ether, 1 lb. cans.....lb. — — .26			Chloride, cryst. (ferrie).....lb. .12 — .18	Blue Oint., 30 p.c.....lb. — — .56	
Ethyl Acetate, pure.....gal. .93 — 1.05			Hypophosphite.....lb. 1.55 — 1.60	50 p.c.....lb. — — .72	
85 p.c. Ester.....gal. .57 — .65			Iodide.....lb. — — 3.50	Citrine Ointment.....lb. — — .48	
Bromide.....lb. — — 1.50			Syrup, U.S.P., 1900.....lb. — — .30	Calomel, Amer.....lb. — — .83	
Chloride.....lb. — — .55			Oxalate, scales.....lb. .80 — .85	Corrosive Sublimate, cryst.....lb. .79 — .81	
Ethyl Methyl Ketone.....lb. .13 — .14			and Ammonium, cryst.....lb. .45 — .55	Powdered Granular.....lb. .65 — .66	
Eucalyptol, U.S.P., See Aromatic Chemicals			and Potassium.....lb. .47 — .50	Iodide, Green.....lb. — — 3.11	
Formaldehyde.....lb. .10 1/2 — .11			and Sodium, cryst.....lb. .40 — .45	Red.....lb. — — 3.21	
Second Hands.....lb. — — .10			Phosphate, U.S.P.....lb. — — .89	Yellow.....lb. — — 3.11	
Gelatin, silver.....lb. 1.05 — 1.10			Pyrophosphate, U.S.P.....lb. — — .84	Red Precipitate.....lb. — — .91	
Gold Label.....lb. — — —			Metallic, Reduced.....lb. — — .65	Powdered.....lb. — — 1.01	
Glycerin.....lb. — — —			Lanolin, hydrous, U.S.P.....lb. .12 — .15	White Precipitate.....lb. — — 1.06	
C.P. drums, bbls., extra.....lb. .16 1/4 — .17			Anhydrous.....lb. .15 — .18	Powdered.....lb. — — 1.11	
Cans.....lb. .18 — 18 1/4				With chalk.....lb. — — .56	
Dynamite, drums, loose.....lb. .15 — 15 1/4					
Saponification, loose.....lb. .11 1/4 — .12					
Soap Lye, loose.....lb. .10 1/2 — .11					



## Acetic Acid

COMMERCIAL REDISTILLED  
PURE GLACIAL

Manufactured by

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Grasselli Chemical Co.

NEW YORK CLEVELAND CHICAGO

The Grasselli Chemical Co., Ltd.

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## FORMALDEHYDE

## WOOD ALCOHOL

(ALL GRADES)

The Miner Edgar Company  
Rail and Water Facilities  
110 William Street  
New York

## Fine Chemicals

Methyl Acetone, drums.....gal.	.70 — .72	Potass. Carbonate, U.S.P.....lb.	.12 — .13	Quinine Dicarboxate .....	oz. 2.00 — 2.50
Methyl salicylate, see Aromatic Chemicals		Caustic, U.S.P. (by alcohol)lb.	— .45	Ethyl Carbonate .....	oz. — 1.10
Methylene Blue, medicinal..lb.	4.00 — 4.25	U.S.P. purified .....	lb. — .30	Ferrocyanide .....	oz. — .88
Milk, powdered .....	lb. .14 — .15	Chlorate, Imp., Powd.....lb.	.06 — .06½	Formate .....	oz. — .88
Mineral Oil, white .....	gal. .75 — 1.25	Chromate, cryst. yellow,		Glycerophosphate .....	oz. — .88
Morphine, Acet., 10-oz. in 5s.oz.	— 4.90	tech. 1-lb., c. b. 10.....lb.	— .42	Hydriodide .....	oz. — .88
Hydrobromide, 10-oz. in 5s.oz.	— 4.90	Citrate, bulk, U.S.P.....lb.	— .65	Hydrobromide .....	oz. — .79
Hydrochloride, 10-oz. in 5s.oz.	— 4.90	Glycerophosphate, 75 p.c.....oz.	1.85 — 1.90	Hydrochloride .....	oz. — .74
Sulfate, 10-oz. in 5s.....oz.	— 4.90	Guaiacol Sulfonate .....	lb. 2.25 — 2.75	Japanese .....	oz. — .72
Diactyl, Alk., 10 oz., ¼s.oz.	— 8.40	Hypophosphite, bulk .....	lb. — .86	Hydrochlor. & Urea.....oz.	— .88
Diactyl Hydcl., 10 oz., ¼s.oz.	— 7.60	Iodide, bulk .....	lb. — 2.90	Hypophosphite .....	oz. — .88
Ethyl Hydcl., 10 oz., ¼s.....oz.	— 8.95	Second Hands .....	lb. — 2.85	Lactate .....	oz. — .88
Opium cases, U.S.P.....lb.	— 5.50	Lactophosphate .....	oz. — .90	Phenolsulfonate .....	oz. — .88
Granular .....	lb. — 6.75	Nitrate, see Saltpetre		Phosphate .....	oz. — .79
Powdered, U.S.P. ....	lb. — 6.75	Oxalate, Neutral .....	lb. .40 — .45	Salicylate .....	oz. — .79
Oxal, pure, U.S.P.....lb.	1.50 — 1.56	Permanganate, U.S.P. ....	lb. .14 — .15	Tannate .....	oz. — .60
Picreatin .....	lb. 1.50 — 1.70	Salicylate .....	lb. .75 — .85	Tartrate .....	oz. — .88
Papain .....	lb. 2.25 — 2.35	Sulfate, C.P. ....	lb. .35 — .38	Valerate .....	oz. — .98
Paraformaldehyde .....	lb. .50 — .58	Tartrate .....	lb. — .65	Quinidine Alk., crystals, tinsoz.	— .96
Pepsin Powd., U.S.P.....lb.	— 2.50	Pumice Stone, lump.....lb.	.04 — .05	Sulfate, tins .....	oz. — .71
Petrolatum, light amber bbls.lb.	— .05	Powdered .....	lb. .03 — .04	Resorcinol, crystals, U.S.P..lb.	1.75 — 1.90
Cream White .....	lb. — .06½	Pyridin .....	gal. — 1.75	Resale .....	lb. 1.60 — 1.75
Lily White .....	lb. — .12	Quinine Sulf., 100-oz. tins.oz.	— .60	Technical, See Intermediates	
Snow White .....	lb. — .13	1-oz. tins .....	oz. — .68	Rochelle Salts, crystals.....lb.	— .21
Phenolphthalein .....	lb. 1.40 — 1.50	Imported, Java .....	oz. — .60	Imported, U.S.P.....lb.	— .18
Phosphorus, yellow .....	lb. .26 — .30	Imported, Japanese .....	lb. .58 — .59	Rosewater, triple .....	gal. — 1.25
Pilocarpine, hydrochloride .oz.	— 6.00	Bisulfate, 10-oz. tins.....oz.	— .60	Saccharin, U.S.P.....lb.	1.90 — 1.95
Alkaloid, 15 gr. vial.....ea.	— .80	Alkaloid .....	oz. — .79	Resale .....	lb. 1.90 — 1.95
Nitrate .....	oz. — 6.25	Acetate .....	oz. — .88	Salicin, bulk .....	lb. 4.00 — 4.25
Piperazine Hydrate .....	oz. — .50	Arsenate .....	oz. — .88	Salol, U.S.P., bulk.....lb.	.75 — .80
Plaster Paris, true dental..bbl.	4.35 — 4.50	Benzoate .....	oz. — .88	Saltpetre, Double ref. bbls..lb.	.07½ — .09¼
Podophyllin .....	lb. 4.00 — 4.25	Citrate .....	oz. — .88	Santonin, cryst., U.S.P.....lb.	147.00 — 150.00
Potassium acetate .....	lb. — .37	Dihydrochloride .....	oz. — .88	Powdered .....	lb. 148.50 — 151.50
Bicarbonate, U.S.P. ....	lb. .07½ — .08	Dihydrobromide .....	oz. — .88	Seidlitz Mixture, bbls.....lb.	— .17
Bisulfate .....	lb. — .40			Silver Nitrate, 500 oz. lots.oz.	.44 — .44½
Bromide Crystals, bulk.....lb.	— .19			Nucleinate .....	oz. .30 — .36
Granulated .....	lb. — .19			Resale .....	oz. .25 — .28
Imported, U.S.P. ....	lb. .13 — .14			Proteinates .....	oz. — .34
				Colloidal .....	oz. — 1.60

## QUININE

## Sulphate and Minor Salts

Unexcelled in Uniformity of Quality  
Brilliant Crystallization and Purity of Color

Cinchonine, Cinchonidine  
Quinidine

and their Salts

EMETINE CAFFEINE  
YOHIMBINE QUINIC ACID

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Bandoeng

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## SOLVENTS

## Butanol

(Normal Butyl Alcohol)

Is Authorized For Use In  
**FORMULA No. 44**

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**Special Denaturant**

For

**ETHYL ALCOHOL**

Commercial Solvents  
Corporation

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17 E. 42nd St.,  
New York

Terre Haute,  
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Cable address "Comsolvent" New York

## Heavy Chemicals

Soap, Castile, white pure....lb.	.20	— .22
Powd., U.S.P., bbls.....lb.	.32	— .33
Green, U.S.P. ....lb.	.05	— .06½
Sodium, Acetate, U.S.P., gran.lb.	.12	— .15
Benzoate, gran., U.S.P....lb.	.52	— .65
Bicarb., U.S.P., powd., bbls.lb.	.02¼	— .02½
Bromide, U.S.P., bulk.....lb.	—	— .20
Imported, U.S.P. ....lb.	.15	— .16
Cacodylate .....lb.	2.75	— 3.05
Caustic, U.S.P., See Sod. Hydroxide		
Chlorate, U.S.P., 8th Rev.		
Crystals, c.b., 10.....lb.	.13	— .14
Granular, c.b., 10.....lb.	.16	— .17
Chloride, C. P. ....lb.	—	— .07
Citrate, U.S.P., Cryst. VIII lb.	—	— .60
VIII .....lb.	—	— .60
Granular, U.S.P., gran.IX lb.	—	— .73
Cyanide 96-98, see Heavy Chemicals		
Glycerophosphate, crystals..lb.	—	— 1.95
Hydroxide, U.S.P. ....lb.	—	— .18
Hypophosphite, U.S.P. ....lb.	—	— .75
Iodide, bulk .....lb.	—	— 3.40
Nitrate, U.S.P. ....lb.	.05	— .05¼
Oxalate, Neutral .....lb.	.35	— .40
Peroxide .....lb.	—	— .38
Phosphate, U.S.P., gran.....lb.	—	— .07
Recryst. ....lb.	—	— .13
Pyrophosphate .....lb.	—	— .14
Salicylate, U.S.P. ....lb.	.30	— .32
Resale .....lb.	—	— .28
Sulfate (Glauber's Salt) cwt.	1.25	— 1.50
Needle Crystals .....cwt.	—	— 1.75
Sulfocarbolate .....lb.	.25	— .27
Sparteum Sulfate .....lb.	.60	— .70
Strontium Brom. Cryst., blk.lb.	—	— .29
Carbonate, pure .....lb.	—	— .28
Iodide, bulk .....lb.	—	— 3.25
Nitrate, Kegs .....lb.	—	— .10
Salicylate, U.S.P. ....lb.	.70	— .72

Strychnine Alkd., cryst.....oz.	—	— 1.20
Alkaloid, Powd. ....oz.	—	— 1.10
Acetate .....oz.	—	— 1.10
Glycerophosphate .....oz.	—	— 1.10
Hydrobromide .....oz.	—	— 1.10
Hydrochloride .....oz.	—	— 1.10
Hypophosphite .....oz.	—	— 1.10
Nitrate .....oz.	—	— 1.10
Phosphate .....oz.	—	— 1.10
Sulfate, crystals, powd.....oz.	—	— .88
Sugar of Milk, Powder.....lb.	.18	— .18½
Sulfonal, 100-oz. lots.....oz.	—	— .38
Sulfonethylnmethane, U.S.P....lb.	—	— 6.75
Sulfonmethane, U.S.P. ....lb.	—	— 4.75
Sulfur, roll, bbls.....100 lbs.	2.15	— 2.70
Flour, 100 p.c. pure.....100 lbs.	2.50	— 3.15
Flowers, 100 p.c. pure.....100 lbs.	3.00	— 3.65
U.S.P. ....lb.	.17½	— .18½
Lac Sulfur .....lb.	.08	— .10
Tartar Emetic, tech.....lb.	.31	— .32
U.S.P. ....lb.	.36	— .37
Talcum, Amer., bags.....100 lbs.	—	— 1.25
Purified .....100 lbs.	3.00	— 3.50
Terpin Hydrate .....lb.	.58	— .61
Theobromine Alkaloid .....lb.	5.75	— 6.00
Thymol, crystals, U.S.P....lb.	4.50	— 4.75
Iodide, U.S.P., bulk.....lb.	7.75	— 8.00
Tin bichloride, see Heavy Chemicals		
Oxide, 500 lb. bbls.....lb.	—	— .40
Metallic, Crystals .....lb.	.29	— .30
Toluene, See Coal Tar Crudes		
Tribromphenol .....lb.	—	— .90
Trional .....oz.	—	— .47
Urea, Imp. Pharmaceutical..lb.	.40	— .45
Veratrine Sulfate .....oz.	—	— 2.50
Hydrochloride .....oz.	—	— 2.50
Witch Hazel, Ext., dble dist., bbl.	1.20	— 1.30
Yohimbin, Hydel. ....oz.	—	— 12.50
Zinc Carbonate, U.S.P., precip.lb.	—	— .37
Chloride, U.S.P. ....lb.	.35	— .40
Nitrate .....lb.	—	— .42
Iodide, bulk .....lb.	—	— 3.75
Oxide, U.S.P., bbls.....lb.	—	— .17
Stearate .....lb.	—	— .23
Sulfate, U.S.P. ....lb.	—	— .08

## Heavy Chemicals

## ACIDS

Acetic, 28 p.c., bbls.....100 lbs.	2.50	— 2.75
56 p.c., bbls.....100 lbs.	5.00	— 5.50
70 p.c., bbls.....100 lbs.	6.50	— 7.00
80 p.c., bbls., Com'l. 100 lbs.	7.89	— 8.64
80 p.c., bbls., pure.....100 lbs.	10.15	— 10.41
Glacial, bbls.....100 lbs.	9.00	— 10.00
Chlorosulfonic, 93-95 p.c.....lb.	.15	— .26
Hydrobromic com., 48 p.c..lb.	.35	— .37
Pure, 40 p.c.....lb.	—	— .40
Hydrofluoric 30 p.c. bbls..lb.	.07	— .09
48 p.c. in carboys.....lb.	.12	— .13
52 p.c. in carboys.....lb.	.13	— .14
60 p.c. in carboys.....lb.	.16	— .17
White Acid .....lb.	.32	— .36
Hydrofluosilicic 35 p.c.....lb.	.10	— .12½
Lactic, 22 p.c., dark.....lb.	.04	— .06¼
22 p.c., light.....lb.	.05¼	— .06
44 p.c., dark.....lb.	.09¼	— .10
44 p.c., light.....lb.	.12½	— .13
66 p.c. ....lb.	—	— .18
80 p.c., Imported.....lb.	—	— .13
Mixed, Nitric .....unit	.08	— .09½
Sulfuric .....unit	—	— .01
Muriatic, 18 deg. chys.100 lbs.	1.00	— 1.25
20 deg. carboys.....100 lbs.	1.25	— 1.50
22 deg. carboys.....100 lbs.	1.80	— 2.00
Iron Free chys., 18 deg.		
100 lbs.	1.00	— 1.25
20 deg. ....100 lbs.	1.25	— 1.50
22 deg. ....100 lbs.	1.80	— 2.00
Nitric, 36 deg. carboys.....lb.	.05¼	— .06
38 deg. carboys.....lb.	.05¼	— .06¼
40 deg. carboys.....lb.	.06¼	— .07
42 deg. carboys.....lb.	.06¼	— .07¼
Oxalic, bbls.....lb.	.13¼	— .14¼
Phosphoric, 50 p.c., tech.....lb.	.10	— .11
Syrup, 65 p.c.....lb.	.16	— .19
Pyroligneous, Tech. ....gal.	.10	— .10½
Sulfuric, Tank carlots		
60 deg., f.o.b. wks.....ton	10.00	— 10.80
66 deg., f.o.b. wks.....ton	16.00	— 16.90

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## Heavy Chemicals

0 - 2.75	Acid, Sulf., 20 p.c. Oleum,	Antimony chloride, liq.....lb.	.12	— .14	Copper Sulfate .....100 lbs.	5.55	— 5.65
0 - 8.30	tanks, f.o.b. wks.....ton	Anhydrous .....lb.	.35	— .40	Imported .....100 lbs.	4.95	— 5.00
0 - 7.00	40 p.c. oleum.....ton	Oxide .....lb.	.07	— .07½	Tartrate (verdigris sub-		
0 - 8.64	60 p.c. oleum.....ton	Sulfide, Crimson .....lb.	—	— .55	stitute) .....lb.	—	— .30
0 - 10.41	Sulfurous com. ....lb.	Golden No. 1.....lb.	.20	— .25	Copperas, wks. ....100 lbs.	.75	— 1.00
0 - 10.00	Tannic, Tech. ....lb.	Vermillion .....lb.	—	— .55	Ferric Chloride, crys.....lb.	.10	— .11
0 - .26	Tungstic .....lb.	Tartrolactate .....lb.	—	— .47	Liquid, 40 deg.....lb.	—	— .06½
0 - .37	Acetone .....lb.	Arsenic, white .....lb.	.07	— .07½	Ferrous Chloride, crys.....lb.	.06	— .06½
0 - .40	Acetic Anhydride, 85 p.c.....lb.	Red .....lb.	.11	— .12	Sulfide .....100 lbs.	2.25	— 3.25
0 - .07	Acetyl Chloride, Redistilled.....lb.	Barium, chloride .....ton	50.00	— 75.00	Flake White .....lb.	.09½	— .10½
0 - .14	Alum, ammonia, lump.....lb.	Imported .....ton	—	— 53.00	Fluorspar, Powdered .....ton	28.00	— 35.00
0 - .17	Ground .....lb.	Binocide .....lb.	.21	— .22	Acid Grade, f.o.b. mines.....ton	—	— 20.00
0 - .38	Powdered .....lb.	Imported .....lb.	.16	— .17	Fuller's Earth, f.o.b. mines.....ton	16.00	— 17.00
0 - .124	Chrome .....lb.	Carbonate .....ton	75.00	— 82.00	Imported .....ton	35.00	— 40.00
0 - .04½	Potash lump .....lb.	Imported .....ton	—	— 45.00	Fusel Oil, crude.....gal.	—	— 1.50
0 - .06	Imported .....lb.	Nitrate .....lb.	.09½	— .10	Refined .....gal.	—	— 2.50
0 - .12	Ground .....lb.	Imported .....lb.	.06½	— .07	Kieselguhr .....100 lbs.	1.75	— 2.00
0 - .16	Powdered .....lb.	Barytes, floated, white.....ton	28.00	— 29.00	Lead Acetate, white cryst.....lb.	.11	— .11½
0 - .08½	Chrome .....lb.	Blanc Fixe, .....ton	70.00	— 85.00	White Cakes, broken.....lb.	.10½	— .11
0 - .01	Soda, Ground .....100 lbs.	Imported .....ton	40.00	— 42.00	Granulated .....lb.	.10½	— .11½
0 - 1.25	Aluminum chloride, carboys.....lb.	Bleaching Pd., f.o.b.wks.100 lbs.	2.00	— 2.10	Brown Cakes, broken.....lb.	.09½	— .10½
0 - 1.50	Anhydrous .....lb.	Export, F.A.S. ....100 lbs.	2.25	— 2.35	Arsenate, powdered .....lb.	.15	— .18
0 - 2.00	Sulfate Iron free.....100 lbs.	Imported .....100 lbs.	—	— 2.10	Nitrate .....lb.	.08	— .10
0 - 1.25	Commercial .....100 lbs.	Bromine, Purified wks.....lb.	—	— .20	Oxide, Litharge, Amer. pd.....lb.	.07½	— .07¾
0 - 1.30	Aluminum hydrate light.....lb.	Calcium Acetate .....100 lbs.	—	— 1.75	Red, American .....lb.	.08	— .08½
0 - 2.00	Ammonia, Anhydrous .....lb.	Arsenate .....lb.	.18	— .19	Sulfate, basic white.....lb.	.06½	— .07
0 - .06	20 deg. ....lb.	Carbide .....lb.	.04½	— .05	White, Basic Carb., Amer.		
0 - .07	18 deg. ....lb.	Carbonate .....100 lbs.	1.15	— 1.75	dry .....lb.	.07½	— .07¾
0 - .07	16 deg. ....lb.	Chloride, solid, f.o.b.N.Y.....ton	—	— 24.75	Lithopone .....lb.	.06	— .06½
0 - .07	Ammonium Bifluoride .....lb.	Imported .....ton	—	— 20.00	Imported .....lb.	.05	— .05½
0 - .11	Imported .....lb.	Granulated, f.o.b. N.Y.....ton	—	— 30.75	Lime, hydrate .....lb.	.01	— .01½
0 - .19	Carbonate .....lb.	Flaked, f.o.b. N.Y.....ton	—	— 30.75	Acetate .....100 lbs.	—	— 1.75
0 - .10½	Lactate .....lb.	Anhydrous .....lb.	.14	— .15	Nitrate .....ton	—	— 40.00
0 - 10.50	Nitrate .....lb.	Lactate .....ton	—	— .13½	Sulfur, Powd. ....lb.	.10½	— .12
0 - 16.50	Persulfate, bulk .....lb.	Nitrate .....ton	—	— 40.00	Magnesite .....ton	70.00	— 72.00
	Sal Ammoniac, gray .....lb.	Chlorine, liquid .....lb.	.06	— .06½	Magnesium Sulfate, tech.100 lbs.	1.85	— 2.00
	Imported .....lb.	Carbon bisulfide, C.L. & lesslb.	.06	— .07	Imported .....100 lbs.	1.00	— 1.10
	Granulated, white .....lb.	Carbon black .....lb.	.12	— .20	Carbonate, tech. ....lb.	.06	— .08
	Imported .....lb.	Carbon tetrachlor., C.L. & Lesslb.	.10½	— .12	Chloride, fused, f.o.b. N.Y.....ton	36.00	— 40.00
	Lump .....lb.	Cobalt Oxide .....lb.	2.00	— 2.25	Imported, fused & gran. ton	32.00	— 36.00
	Sulfate, dbl. bags, f.a.s.100 lbs.	Copper Carbonate .....lb.	.20	— .21	Flaked, f.o.b., N. Y.....ton	38.00	— 42.00
	*Dom., Bulk, wks.....100 lbs.	Cyanide .....lb.	.58	— .60	Fluosilicate, 30% soln.100 lbs.	8.00	— 10.00
		Oxide .....lb.	.15	— .15½			
		Subacetate (Verdigris) ....lb.	—	— .30			

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Manganese Chloride .....lb. .12 — .15	*Potass. Prussiate, red.....lb. .55 — .70	Sodium Nitrite .....lb. .06½ — .06¾
Dioxide, 80-84 p.c.....ton 55.00 — 60.00	Yellow .....lb. .25 — .26	Perborate, imp. & domestic lb. .19 — .25
85-90 p.c. ....ton 60.00 — 70.00	Sulfate .....unit — 1.00	Peroxide .....lb. .25 — .27
Sulfate .....lb. .11 — .13	Titanium Oxalate .....lb. — .50	Phosphate (tri) .....lb. .05½ — .06
Nickel oxide .....lb. .40 — .45	Salt, tech. ....ton 12.00 — 15.00	di-Sodium, U.S.P., gran..lb. .07½ — .08¼
Salts, single .....lb. .11 — .12	Salt Cake, bulk.....ton 17.00 — 20.00	Technical .....lb. .04 — .04¼
double .....lb. .10 — .11	Saltpetre .....lb. .07¾ — .09¼	Mono-Sodium, ref. ....lb. .25 — .28
Nitre Cake, bulk wks.....ton 4.00 — 4.50	Imported .....lb. .06¾ — .07	Prussiate, Yellow .....lb. .17 — .17½
Orange Mineral .....lb. .11 — .13	Soda Ash, 58 p.c. light.100 lbs. 1.75 — 1.80	Silicate, 60 deg.....100 lbs. 3.00 — 3.50
Paris Green .....lb. .23 — .26	Basis, 48 p.c.wks.bgs.100 lbs. 1.30 — 1.35	40 deg.....100 lbs. .95 — 1.75
Phosphorus red .....lb. — .50	Dense, 58 p.c. bags..100 lbs. — 2.00	Silicofluoride .....lb. .07¾ — .08
Imported .....lb. .25 — .40	Basis, 48 p.c. wks.bgs.100 lbs. 1.32½ — 1.37½	Sulfate, Gl'b salt.....100 lbs. 1.25 — 1.50
Yellow .....lb. — .35	Caustic, 76 p.c.....100 lbs. 3.40 — 3.50	Sulfide, 60 p.c. ....lb. .05 — .05¼
Imported .....lb. .23 — .30	Basis, 60 p.c. wks..100 lbs. 2.60 — 2.75	Imported .....lb. .04¾ — .05
Oxychloride .....lb. .45 — .50	Ground, 76 p.c. wks.100 lbs. 4.00 — 4.25	30 p.c. crystals .....lb. .03 — .03¼
Sesquisulfide .....lb. — .40	Sodium Acetate .....lb. .04 — .04¼	Sulfite, Crystals .....lb. .03½ — .04
Trichloride .....lb. .60 — .65	Aluminum Sulfate .....100 lbs. 3.50 — 4.00	Dessicated .....lb. .09½ — .10½
Plaster of Paris, tech.....bbl. 4.25 — 4.50	Bicarbonate, bbls.&kgs.100 lbs. 2.30 — 2.55	Thiocyanate (Sulfocyanide)lb. .50 — .52
Potash Caustic, 88-92.....lb. .08 — .10	Bichromate .....lb. .07½ — .07¾	Strontium Nitrate .....lb. .14 — .16
Imported .....lb. .05½ — .05¾	Bisulfate, bulk, wks.....ton 4.00 — 4.50	Imported .....lb. .09 — .11
70-75 p.c. ....lb. — .10	Bisulfite, Powd. ....lb. .04¾ — .04¾	Carbonate. Imp. ....lb. .10 — .15
Potassium Bichromate .....lb. .10 — .10¾	Solution 32-40 deg..100 lbs. 1.35 — 2.00	Sulfur Chloride, red.....lb. .08 — .08
Powered .....lb. .13 — .13¾	Carbonate Sal. bbls..100 lbs. 1.65 — 1.90	Yellow .....lb. .04½ — .05
Binoxalate, tech. ....lb. .40 — .42	Chlorate .....lb. — .07	Sulfur Dioxide liq. cyl.....lb. .08 — .09
Carbonate, 80-85 p.c.....lb. .04½ — .05	Imported .....lb. — .06½	Sulfur, crude .....ton 20.00 — 25.00
Hydrated .....lb. .05½ — .06	Chloride, tech. ....ton 12.00 — 15.00	Flour Com'l, bbls.....100 lbs. 1.45 — 1.50
*85-90 p.c. ....lb. — .10	Cyanide, 96-98 p.c.....lb. .26 — .28	Flowers, 100 p.c. ....100 lbs. 2.75 — 3.65
90-95 p.c. ....lb. — .10	73-76 p.c. ....lb. .23½ — .25	Sulfuryl Chloride .....lb. — 1.00
96-98 p.c. ....lb. .06 — .10	*Imported 120% .....lb. .23 — .24	Tartar Emetic, tech.....lb. .31 — .33
Chlorate, cryst.....lb. .08 — .09	*128 p.c. ....lb. .26 — .27	Tin, bichloride 50 p.c. Sol'n lb. .10¾ — .10¾
Powdered, American .....lb. .08 — .09	Fluoride .....lb. .10 — .11	Crystals .....lb. .28 — .30½
Imported, pow. & crys..lb. .05¾ — .05¾	Hyposulfite .....lb. .40 — .45	Oxide .....lb. .37 — .38
Swedish, Powd. ....lb. .07¾ — .08	Hyposulfite, Crys..bbls.100 lbs. 3.50 — 3.75	Tetrachloride .....lb. .20½ — .22
Muriate, basis 80 p.c....unit .70 — .75	Granulated .....100 lbs. 3.95 — 4.30	Whiting .....100 lbs. 1.13 — 1.75
Metabisulfite .....lb. .23 — .25	Tungstate, crys. ....lb. .80 — .85	Zinc, carbonate .....lb. .16 — .18
Perchlorate .....lb. .12 — .14	Dessicated .....lb. .70 — .75	Chloride, Fused .....lb. .07 — .07½
Permanganate, Com'l .....lb. .14 — .16	Nitrate, crude .....100 lbs.2.37½ — 2.40	Granulated .....lb. .03 — .03½
Imported .....lb. .11 — .13	Double refined, Gran.....lb. .05 — .05¼	Imported fus'd & gran..lb. .05 — .06
U.S.P., See Fine Chemicals	*Nominal	Cyanide .....lb. .42 — .43
		Oxide, French .....lb. .11 — .12¼
		American .....lb. .08 — .09
		Sulfate .....lb. .03 — .03½



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Anthracene 80-85 p.c.	lb.	.75	—	1.00
40-45 p.c.	lb.	.12	—	.18
Benzene, C. P.	gal.	.29	—	.35
Bessale, drums included.	gal.	—	—	—
50 p.c.	gal.	.27	—	.33
Carbonol	lb.	.85	—	1.00
Cresylic Acid, 95 p.c. dark.	gal.	.68	—	.75
Straw, 97-99 p.c.	gal.	.70	—	.70
Cresol, U.S.P.	lb.	.17	—	.20
Cresote oil	gal.	.20	—	.22
Dip. oil	gal.	.31	—	.36
Naphthalene, balls	lb.	.08 1/2	—	.09 1/2
Flake	lb.	.07 1/2	—	.08 1/2
Second Hands	lb.	.06 1/4	—	.07
Phenol, Gov't Surplus	lb.	.12	—	.17
Open Market	lb.	.11	—	.14
Natural	lb.	.16	—	.17
Pitch, various grades	ton	14.00	—	18.00
Solvent naphtha	gal.	.23	—	.31
Tar Acid Oil, 25 p.c.	gal.	.26 1/4	—	.29
50 p.c.	gal.	.38	—	.41
Toluene, pure	gal.	.30	—	.36
Xylene, 10 deg. dist. range.	gal.	.38	—	.41
5 deg. dist. range.	gal.	.40	—	.46
Nitration, 2 deg. range.	gal.	.43	—	.51

## Intermediates

Acid 1, 2, 4	lb.	.80	—	.85
Acid, Anthranilic	lb.	1.30	—	1.35
Technical	lb.	1.10	—	1.15
Acid Benzole, tech.	lb.	.45	—	.50
Acid Broenner's	lb.	1.55	—	1.60
Acid Chloracetic, tech.	lb.	.38	—	.40
Acid Cleves	lb.	1.52	—	1.55
Acid Gamma	lb.	2.00	—	2.25
Acid H	lb.	.90	—	1.00
Acid Laurent's	lb.	.75	—	.80
Acid Metanilic	lb.	1.60	—	1.65
Acid Monosulfonic F (delta)	lb.	2.30	—	2.35

Acid Naphthionic, Crude	lb.	.65	—	.70
Refined	lb.	.70	—	.75
Acid Neville & Winther's	lb.	1.30	—	1.35
Acid Phthalic	lb.	.32	—	.35
Anhydride	lb.	.35	—	.37
Acid Picramic	lb.	.65	—	.70
Acid Picric	lb.	.20	—	.22
Acid Salicylic, tech.	lb.	.20	—	.21
Acid Sulfanilic, tech.	lb.	.26	—	.28
Acid Tobias	lb.	1.60	—	1.70
Acetanilide, tech.	lb.	.27	—	.29
p-Aminoacetanilide	lb.	1.25	—	1.30
Aminoazobenzene	lb.	—	—	1.15
p-Aminophenol	lb.	1.30	—	1.40
Hydrochloride	lb.	1.50	—	1.60
o-Aminophenol	lb.	2.50	—	2.75
Aniline Oil, (drums extra)	lb.	.16 1/4	—	.17
Aniline Salt	lb.	.25	—	.27
o-Anisidine	lb.	2.00	—	2.10
p-Anisidine	lb.	3.00	—	3.05
Technical	lb.	1.65	—	1.70
Anthraquinone Subl.	lb.	1.40	—	1.45
25 p.c. paste	lb.	.75	—	.80
Bayer's Salt	lb.	—	—	1.00
Benzaldehyde, Tech.	lb.	.45	—	.50
Benzidine Base	lb.	.90	—	.95
Sulfate	lb.	.70	—	.75
Benzoyl chloride	lb.	1.00	—	1.05
Benzylchloride, redistilled	lb.	.30	—	.32
Bromobenzene	lb.	.35	—	.37
Chlorobenzene	lb.	.10	—	.14
Chlorhydrin	lb.	1.50	—	2.00
Diaminophenol	lb.	5.50	—	5.60
Dianisidine	lb.	4.75	—	4.80
o-Dichlorobenzene	lb.	.15	—	.17
p-Dichlorobenzene	lb.	.17	—	.20
Dichlorobenzene, mixed	lb.	.06	—	.07 1/4
Diethylaniline	lb.	.60	—	.75
Dimethylaniline, drums ext.	lb.	.38	—	.42
Dimethylsulfate	lb.	.90	—	.95
Dinitrophenol	lb.	.40	—	.45
Dinitrobenzene	lb.	.21	—	.25
p-Dinitrochlorobenzene	lb.	.25	—	.27
Dinitronaphthalene	lb.	.33	—	.35
Dinitrotoluene	lb.	.28	—	.27
Diphenylamine	lb.	.60	—	.65

Diphenyloxide	lb.	—	—	.90
Ethyl Benzyl Aniline	lb.	—	—	1.40
Ethyl Bromide	lb.	—	—	.40
Ethyl Chloride	lb.	.55	—	.60
"G" Salt	lb.	.70	—	.72
Hydrazobenzene	lb.	1.30	—	1.35
Methyl Chloride	lb.	—	—	.50
Michler's Ketone	lb.	—	—	—
Monochlorobenzene	lb.	.10	—	.12
Monoethylaniline	lb.	1.00	—	1.05
a-Naphthol, crude	lb.	1.00	—	1.15
Refined	lb.	1.10	—	1.25
b-Naphthol, distilled	lb.	.30	—	.32
a-Naphthylamine	lb.	.30	—	.32
b-Naphthylamine, tech.	lb.	1.00	—	1.05
Sublimed	lb.	1.50	—	1.60
m-Nitroaniline	lb.	.85	—	.90
p-Nitroaniline	lb.	.77	—	.80
p-Nitroacetanilide	lb.	.55	—	.60
Nitrobenzene, redistilled	lb.	.11	—	.12 1/2
o-Nitrochlorobenzene	lb.	.38	—	.40
p-Nitrochlorobenzene	lb.	.27	—	.30
Nitronaphthalene	lb.	.30	—	.32
p-Nitrophenol	lb.	.75	—	.77
o-Nitrophenol	lb.	.75	—	.77
m-Nitro-p-toluidine	lb.	2.50	—	2.60
p-Nitro-o-toluidine	lb.	2.75	—	3.00
p-Nitrosodimethylaniline	lb.	—	—	—
Nitrotoluene-s, Mixed	lb.	.15	—	.17
o-Nitrotoluene	lb.	.15	—	.18
p-Nitrotoluene	lb.	.70	—	.72
p-Oxy-benzaldehyde	lb.	1.50	—	1.60
p-Phenetidin	lb.	1.35	—	1.40
p-Phenylenediamine	lb.	1.60	—	1.65
m-Phenylenediamine	lb.	1.05	—	1.10
Phenyl-a-Naphthylamine	lb.	—	—	—
Phosgene	lb.	.60	—	.70
Phthalic Anhydride	lb.	.35	—	.37
"R" Salt	lb.	.60	—	.65
Resorcinol Technical	lb.	1.40	—	1.50
Sodium o-Chloro-p-toluene sul-	lb.	—	—	—
fonate	lb.	.28	—	.30
Metanilate	lb.	1.40	—	1.46
Naphthionate	lb.	.60	—	.65
Picramate	lb.	.55	—	.60
p-toluene sulfonate	lb.	.08	—	.09

THE *Selden* BRANDPHTHALIC ANHYDRIDE  
Pure Needle Crystals

MADE BY AIR OXIDATION PROCESS

HIGHEST DEGREE OF PURITY

NO VARIATION IN QUALITY

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Chemical Company

PITTSBURGH, PENN., U. S. A.

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DU PONT

## DIPHENYLAMINE

IT IS comparatively easy to manufacture artificial dyestuffs of uniform excellence when the intermediates used conform to the highest commercial standards.

Consumers of Du Pont Diphenylamine never start their color manufacturing processes under a handicap because they use the highest grade of material produced.

E. I. DU PONT DE NEMOURS &amp; CO., Inc.

Dyestuffs Department

WILMINGTON DELAWARE  
8 Thomas St., New York

## Coal-Tar Dyes

Schaeffer's Salt .....	lb.	.60	—	.65
Thiocarbanilide .....	lb.	.40	—	.45
p-Toluene Sulfonamide .....	lb.	.40	—	.45
p-Toluene Sulfonchloride .....	lb.	.18	—	.25
Toluidine .....	lb.	1.20	—	1.25
Sulfate .....	lb.	1.00	—	1.10
Toluidine, Mixed .....	lb.	.30	—	.32
o-Toluidine .....	lb.	.20	—	.22
p-Toluidine .....	lb.	1.00	—	1.10
m-Toluylenediamine .....	lb.	1.05	—	1.10
Triphenyl Phosphate .....	lb.	.50	—	.60
Xylidine .....	lb.	.40	—	.45

## Coal-Tar Dyes

## ACID COLORS:

Black .....	lb.	.80	—	1.10
Blue .....	lb.	1.00	—	3.00
Brown .....	lb.	.80	—	1.25
Fuchsin .....	lb.	1.50	—	2.50
Green .....	lb.	1.75	—	3.00
Orange II .....	lb.	.45	—	.50
Orange III .....	lb.	.80	—	.60
Red .....	lb.	.85	—	3.50
Scarlet .....	lb.	.65	—	1.00
Violet .....	lb.	1.60	—	3.50
Azo Yellow .....	lb.	1.50	—	2.00
Azo Yellow, green shade .....	lb.	1.35	—	1.80
Brilliant Delphine B.S. ....	lb.	3.50	—	4.00
Erythrosin .....	lb.	7.50	—	8.00
Fast Light Yellow, 2-G. ....	lb.	3.00	—	3.50
Fast Red, 6B extra, con't. ....	lb.	1.10	—	1.20
Indigotin, conc. ....	lb.	2.40	—	2.75
Indigotin, paste .....	lb.	1.50	—	1.60
Naphthol Green .....	lb.	1.50	—	1.60
Naphthylamine Red .....	lb.	6.75	—	7.25
Orange, R. G. ....	lb.	.55	—	.85
Patent Blue, Swiss Type. ....	lb.	4.00	—	6.00
Ponceau .....	lb.	.80	—	.90
Scarlet 2R .....	lb.	.65	—	.70
Tartarazin, Dom. ....	lb.	1.20	—	1.50
Uranine .....	lb.	8.00	—	9.00
Wool Green S .....	lb.	1.50	—	4.00

## DIRECT COLORS.

Black .....	lb.	.55	—	.65
Sky Blue, conc. ....	lb.	1.50	—	1.75
Sky Blue, 5BX. ....	lb.	—	—	1.75
Blue 2B .....	lb.	.60	—	.80
Brown R .....	lb.	.85	—	1.00
Brown G .....	lb.	1.25	—	1.70
Bordeaux .....	lb.	1.75	—	2.00
Fast Black .....	lb.	—	—	7.00
Fast Pink .....	lb.	1.75	—	2.50
Fast Red .....	lb.	2.35	—	2.50
Fast Yellow .....	lb.	1.50	—	2.00
Yellow .....	lb.	2.00	—	2.75
Violet con't .....	lb.	1.00	—	1.25
Benzopurpurin, 10 B. ....	lb.	1.85	—	1.90
Benzopurpurin, 4 B. ....	lb.	1.10	—	1.20
Chrysophenin, Dom. ....	lb.	1.10	—	1.25
Congo Red 4B Type. ....	lb.	.80	—	1.00
Diamine Sky Blue F. F. ....	lb.	2.50	—	4.00
Geranin .....	lb.	8.75	—	9.25
Oramine Violet .....	lb.	7.00	—	8.00
Primuline .....	lb.	1.50	—	2.00

## OIL COLORS:

Black .....	lb.	.70	—	.80
Blue .....	lb.	1.25	—	1.50
Orange .....	lb.	.95	—	1.00
Red III .....	lb.	1.65	—	1.75
Scarlet .....	lb.	1.00	—	1.25
Yellow .....	lb.	1.25	—	1.50
Nigrosine, Oil Sol. ....	lb.	.90	—	.95

## SULFUR COLORS:

Black .....	lb.	.20	—	.25
Blue .....	lb.	.60	—	1.00
Brown .....	lb.	.35	—	.60
Green .....	lb.	1.00	—	1.75
Yellow .....	lb.	.75	—	1.00

## CHROME COLORS:

Alizarin Blue, bright. ....	lb.	8.00	—	5.50
Alizarin, medium .....	lb.	4.50	—	5.00
Alizarin Brown, conc. ....	lb.	—	—	2.50
Alizarin Cyanine .....	lb.	1.10	—	2.00
Alizarin Orange .....	lb.	1.25	—	1.50

Alizarin Red, 20 p.e. Paste. ....	lb.	.60	—	1.00
Alizarin Yellow G. ....	lb.	.85	—	1.00
Alizarin Yellow R. ....	lb.	1.25	—	1.35
Chrome Black, Dom. ....	lb.	.55	—	.65
Chrome Blue .....	lb.	.75	—	2.00
Chrome Brown .....	lb.	.80	—	1.00
Chrome Green, Dom. ....	lb.	1.80	—	3.00
Chrome Red .....	lb.	1.75	—	2.00
Chrome Yellow .....	lb.	.65	—	1.00
Galloyanin .....	lb.	2.30	—	2.60

## BASIC COLORS:

Alkali Blue, conc. ....	lb.	4.50	—	5.00
Auramine O .....	lb.	2.00	—	2.25
Auramine OO .....	lb.	2.50	—	3.00
Bismarck Brown R. ....	lb.	.70	—	.80
Bismarck Brown G. ....	lb.	1.00	—	1.10
Brilliant Green Crystals. ....	lb.	2.25	—	2.50
Chrysoidin R .....	lb.	.75	—	.80
Chrysoidin Y .....	lb.	.75	—	.80
Crystal Violet .....	lb.	3.00	—	3.25
Emerald Green, Crystals. ....	lb.	2.25	—	2.50
Indigo 20 p.e. paste. ....	lb.	.45	—	.50
Fuchsin Crystals, Dom. ....	lb.	3.00	—	3.40
Fuchsin Base .....	lb.	3.00	—	3.50
Malachite Green, Crystals. ....	lb.	1.60	—	1.65
Malachite Green, Powd. ....	lb.	1.50	—	1.55
Methylene Blue, tech. ....	lb.	1.50	—	2.00
Methyl Violet, 3B. ....	lb.	1.75	—	2.00
Methyl Violet, 4B .....	lb.	—	—	1.35
Methyl Violet, 6B. ....	lb.	2.75	—	3.25
Nigrosine, spts. sol. ....	lb.	—	—	.70
Nigrosine, water sol., blue. ....	lb.	—	—	.40
Phosphine G., Domestic. ....	lb.	2.50	—	3.50
Rhodamine B. ex. con't. ....	lb.	8.00	—	10.00
Safranin .....	lb.	2.50	—	3.00
Victoria Blue B. ....	lb.	2.75	—	3.75
Victoria Blue, base, Dom. ....	lb.	3.50	—	4.50
Victoria Blue, crys. ....	lb.	3.50	—	4.50
Victoria Green .....	lb.	2.00	—	2.10
Victoria Red .....	lb.	7.00	—	8.00
Victoria Yellow .....	lb.	7.00	—	8.00
Violamine R & B. ....	lb.	4.00	—	5.00

QUALITY in dyestuffs depends on several factors: the purity of intermediates; the careful control of chemical reactions; the proper type of chemical equipment; research and manufacturing experience; the final preparation for use. Grasselli dyes are quality dyes.



## THE GRASSELLI CHEMICAL CO.

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THE GRASSELLI CHEMICAL CO., LTD., Montreal and Toronto, Canada.

Sole Selling Agents for Essex Aniline Works.



## Dyestuffs

## Natural Dyestuffs

Annatto, fine .....	lb.	.27	—	.30
Seed .....	lb.	.04	—	.05
Carmine No. 40.....	lb.	5.00	—	5.25
Cochineal .....	lb.	.33	—	.40
Gambler, see tanning.				
Indigo, Bengal .....	lb.	—	—	—
Oudes .....	lb.	—	—	—
Guatemala .....	lb.	—	—	—
Kurpahs .....	lb.	—	—	—
Madras .....	lb.	.85	—	.95
Madder, Dutch .....	lb.	.25	—	.37
Nutgalls, blue Aleppo.....	lb.	14	—	15
Chinese .....	lb.	.15	—	.16
Quercitron Bark, see tanning.				
Turmeric, Madras .....	lb.	.06½	—	.06½
Aleppy .....	lb.	.06	—	.06½

## Dyewoods

Barwood .....	lb.	.05	—	.05½
Camwood, chips .....	lb.	.10	—	.14
Fustic, sticks .....	ton	35.00	—	37.00
Chips .....	lb.	.04	—	.06
Hypernic, chips .....	lb.	.06½	—	.07
Logwood Sticks .....	ton	—	—	30.00
Chips .....	lb.	.02½	—	.03
Quercitron Bark, see tanning.				
Red Saunders .....	lb.	.12	—	.13

## Dye Extracts

Note: Range of prices on dye extracts includes quality range for large quantity.				
Archil, Double .....	lb.	.16	—	.18
Triple .....	lb.	.37	—	.19
Concentrated .....	lb.	.18	—	.20

Cutch, Mangrove, see Tanning				
Rangoon, boxes .....	lb.	.15	—	.18
Liquid .....	lb.	.10	—	.11
Tablet .....	lb.	.13	—	.14
Cudbear, French .....	lb.	—	—	—
English .....	lb.	.21	—	.23
Concentrated .....	lb.	—	—	—
Flavine .....	lb.	.90	—	.95
Fustic, Solid .....	lb.	.18	—	.26
Crystals .....	lb.	.24	—	.26
Liquid, 51 deg.....	lb.	.11	—	.15
Gall .....	lb.	.16	—	.18
Hematine Extract 51 deg.....	lb.	.11½	—	.13½
Crystals .....	lb.	.20	—	.27
Hypernic, liquid, 51 deg.....	lb.	.15	—	.20
Logwood, solid .....	lb.	.15	—	.23
51 deg., Twaddle.....	lb.	.08	—	.13
Osage Orange, Extract 42 deglb.	lb.	.07	—	.10
Crystals .....	lb.	—	—	.17
Persian Berries .....	lb.	.27	—	.30
Quebracho, see tanning.				
Quercitron, 51 deg.....	lb.	.06	—	.07
Powdered, 100 p.c.....	lb.	.09	—	.13

## Miscellaneous Dyestuffs

Albumen, Egg, edible.....	lb.	—	—	.75
*Technical .....	lb.	—	—	.65
Blood, imported .....	lb.	—	—	.50
Domestic .....	lb.	.40	—	.45
Prussian blue .....	lb.	.45	—	.50
Soluble .....	lb.	.45	—	.50
Spray yolk .....	lb.	.35	—	.45
Turkey Red Oil .....	lb.	.09	—	.11
Yolk Oil .....	lb.	—	—	.35
Zinc Dust, prime heavy.....	lb.	.00½	—	.11
100-lb. tins .....	lb.	—	—	.11
520-lb. casks .....	lb.	—	—	.10½
Carload lots .....	lb.	—	—	.09½

## Dextrins and Starches

British Gum .....	per 100 lbs.	3.25	—	3.62
Dextrin, Corn, white or yellow .....	per 100 lbs.	2.80	—	3.12
Potato 'white or canary.....	lb.	.08	—	.08½
Sago Flour .....	lb.	.03½	—	.03¾
Starch, Powd. bags.....	100 lbs.	2.15	—	2.46
Pearl, bags .....	100 lbs.	2.05	—	2.36
Potato, Domestic .....	lb.	.03½	—	.05½
Imported, duty paid.....	lb.	.06½	—	.06¾
Tapioca flour, high grade.....	lb.	.04	—	.04½
Medium grade .....	lb.	.03	—	.03½
Low grade .....	lb.	.02½	—	.03

## Tanning Woods

Algarobilla .....	ton	—	—	—
Divi Divi .....	ton	34.00	—	36.00
Hemlock Bark .....	ton	16.00	—	18.00
Mangrove, African, 38 p.c.ton	ton	—	—	35.00
Bark, S. A. ....	ton	—	—	—
Myrobalans, J1 .....	ton	—	—	25.00
J2 .....	ton	—	—	20.00
B1 .....	ton	—	—	24.00
B2 .....	ton	—	—	19.00
R2 .....	ton	—	—	17.00
Oak Bark .....	ton	20.00	—	23.00
Ground .....	ton	—	—	25.00
Quercitron Bark rough.....	ton	—	—	10.00
Ground .....	ton	20.00	—	25.00
Sumac, Sicily, 28 p.c. ton.....	ton	55.00	—	58.00
Virginia, 25 p.c. tan.....	ton	—	—	35.00
Valonia Cups 28-33 p.c.....	ton	31.00	—	35.00
Beard 40 p.c.....	ton	40.00	—	42.00
Wattle Bark .....	ton	—	—	40.00

## NICHOLS COPPER CO.

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## Copper Sulphate

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Guaranteed 99% Pure

Its high copper content makes for economy  
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Ammonium Phosphate

## EPSOM SALTS

Technical

U.S.P.

## Fixed Oils

## Tanning Extracts

Chestnut, clarified, 25 p.c. tan, tanks, f.o.b. wks.....lb.	.0134	— .02
Powdered, 60 p.c.....lb.	.0634	— .06
Decolorized.....lb.	.09	— .0934
Gambler, 25 p.c. tan liq.....lb.	.0634	— .07
Common.....lb.	.0334	— .0534
Cubes, Singapore.....lb.	.07	— .0734
Hemlock, 25 p.c. tan works.....lb.	.04	— .0434
Larch, 25 p.c. tan.....lb.	.0334	— .04
Crystals, 50 p.c. tan.....lb.	.08	— .0834
Mangrove, 55 p.c. tan.....lb.	.0634	— .0634
Myrobalans, liq., 25 p.c.tan.....lb.	.0534	— .0834
Solid, 50 p.c. tan.....lb.	.0634	— .07
Oak Bark, liquid, 25-25 p.c.tan.....lb.	.05	— .0534
Tanks.....lb.	.0434	— .0434
Quebracho, liquid, 35 p.c. tks.....lb.	.0334	— .0334
Barrels.....lb.	.04	— .0434
35 p.c. tan, bleaching.....lb.	.0434	— .05
Solid, 65 p.c. tan ordinary.....lb.	.0434	— .0434
Clarified.....lb.	.05	— .0534
Spruce, liquid, 25 p.c. tan, works, tanks.....lb.	.01	— .0134
Powd., 50 p.c. tan.....lb.	.02	— .0234
Sumac, liquid.....lb.	.07	— .09

## Animal and Fish Oils

(Carloads)		
Cod Newfoundland.....gal.	.44	— .46
Tanks.....lb.	.43	— .44
Domestic, prime.....gal.	—	—
*Degras American.....lb.	.0334	— .04
English.....lb.	.0334	— .04
Neutral.....lb.	.06	— .07

*Herring, N.Y. bbls.....gal.	.44	— .45
Horse.....lb.	.05	— .0534
Lard prime.....gal.	.85	— .95
Off prime.....gal.	.83	— .93
No. 1.....gal.	.65	— .75
*Extra, No. 1.....gal.	.70	— .80
No. 2.....gal.	.63	— .72
Menhaden, Light strained.....gal.	—	— .48
Yellow, bleached.....gal.	—	— .50
Extra, bleached, winter.....gal.	—	— .52
Blown.....gal.	—	— .57
*Crude, f.o.b. works, bbls.....gal.	.42	— .45
*Tanks, wks.....gal.	—	— .40
Neatsfoot, 20 deg.....gal.	—	— 1.32
30 deg., cold test.....gal.	—	— 1.20
Pure.....gal.	—	— 1.05
Oleo Oil, No. 1.....lb.	—	— .1034
No. 2.....lb.	—	— .0934
*No. 3.....lb.	—	— .09
Red Distilled.....lb.	.0734	— .0734
Salmon, tanks, Coast.....gal.	.33	— .34
Saponified.....lb.	—	— .08
Sod.....lb.	—	— .44
sperm bleached winter.....gal.	—	— 1.70
38 deg., cold test.....gal.	—	— 1.65
45 deg., cold test.....gal.	—	— .0934
Stearic Acid, single pressed.....lb.	.09	— .0934
Double pressed.....lb.	.0934	— .10
Triple pressed.....lb.	.1034	— .11
Tallow acidless, tanks.....gal.	.68	— .70
Barrels, c.i. ....lb.	.75	— .77
Whale, natural winter.....gal.	—	— .65
Bleached, winter.....gal.	—	— .70
Crude, No. 1 tanks, Coast.....lb.	.05	— .0534
No. 2.....lb.	—	—

## Greases, Lards, Tallows

(New York Markets)		
Grease, Choice White.....lb.	.0734	— .08
Yellow.....lb.	.05	— .0534
Brown.....lb.	.05	— .0534
House.....lb.	.0434	— .05
Bone Naphtha.....lb.	.0434	— .0434

Lard City, Steam.....lb.	.0934	— .0934
Compounded.....lb.	.1034	— .11
Stearine, lard.....lb.	—	— .1234
Oleo.....lb.	.08	— .0834
Tallow, edible.....lb.	.08	— .0834
City, Special, loose.....lb.	.06	— .0634

## (Chicago Markets)

Tallow, edible.....lb.	.0734	— .0734
City Fancy.....lb.	.0634	— .07
Prime Packers.....lb.	.0634	— .0634
Grease, Choice White.....lb.	.0634	— .0634
"B" White.....lb.	—	— .0534
Yellow.....lb.	.0434	— .05
Brown.....lb.	.04	— .0434
Bone.....lb.	.0334	— .04
House.....lb.	—	— .0434
Stearine, prime Oleo.....lb.	.0734	— .08
Lard.....lb.	.0834	— .0934

## Vegetable Oils

Castor, No. 1 bbls.....lb.	—	— .1134
Cases.....lb.	—	— .1234
No. 3.....lb.	.1034	— .1034
China Wood Oil, bbls.....lb.	.1434	— .1434
*Coast, bbls.....lb.	.13	— .1334
Orient to N. Y., bbls.....lb.	.1034	— .1034
Coconut Dom., Ceylon, bbls.....lb.	.0834	— .09
*Tanks, Spot.....lb.	—	— .0734
Cochin, bbls., Dom.....lb.	.0934	— .10
*Tanks.....lb.	.0834	— .0834
Manila, tanks, coast.....lb.	.0734	— .0734
Edible.....lb.	.11	— .1134
Copra, c.i.f., N. Y.....lb.	.0434	— .0434
Corn, refined, bbls.....lb.	.10	— .1034
Crude Tanks Shipping pt.....lb.	.0634	— .07
Barrels.....lb.	.0734	— .0734
Crude, bbls., N. Y.....lb.	.0834	— .09
*Cottonseed, Crude, f.o.b. mills in buyers' tanks.....lb.	.0834	— .0834
Prime Summer, Yel. bbls.....lb.	.0934	— .1034
*White.....lb.	—	— .1034
Winter, yellow.....lb.	.1034	— .1034
*Nominal		



## LACTIC ACID

"TECHNICAL"

Strengths 22% &amp; 44%

You will be interested in this quality product. Of uniform strength, its freedom from mineral acids, heavy metal salts and sediment makes our Lactic Acid a most desirable product for every use.

## National Oil Products Co.

Harrison, N. J.

Chicago, Ill.

## Warehouses:

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Los Angeles

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Toronto  
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## THE NEW BRUNSWICK CHEMICAL CO.

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Oils Waxes

## Compounds

Essential to Dyeing, Finishing and Sizing

TRY

## TERPOL HYDRATE

For Penetration, Thin Boiling  
Smoothness and Elasticity on

## Cotton Warps and Yarns

WHERE STARCH IS USED

Write for Information

# Naval Stores and Fertilizers

Linseed, raw car lots.....gal.	.78	—	.79
10 barrel lots.....gal.	—	—	.81
Boiled, 5-bbl. lots.....gal.	—	—	.83
Double boiled.....gal.	—	—	.84
Raw tanks.....gal.	—	—	.73
English, Shipments, bbls.gal.	.71	—	.72
Olive, denatured.....gal.	1.10	—	1.15
Edible.....gal.	1.95	—	2.10
Foots.....lb.	.08	—	.08 3/4
Shipment.....lb.	.07 3/4	—	.08
Palm Lagos, casks.....lb.	.07 3/4	—	.07 3/4
Bonny Old Calabar.....lb.	.06 3/4	—	.07
Niger.....lb.	.06 3/4	—	.06 3/4
Palm Kernel, domestic.....lb.	—	—	—
Imported.....lb.	.08 3/4	—	.09
Peanut Oil, refined.....lb.	.10 3/4	—	.11
Crude, f.o.b. mills tanks.....lb.	.07 3/4	—	.08
*Oriental, coast, tanks.....lb.	.08	—	.08 3/4
*Crude, Bbls., spot.....lb.	—	—	.09 1/4
Perilla, c.i.f., N. Y.....lb.	—	—	.10 3/4
Bbls., N. Y.....lb.	.10 3/4	—	.10 3/4
Poppy Seed.....gal.	—	—	—
Rapeseed, ref'd bbls.....gal.	.83	—	.85
Blown, bbls., 8 lbs.....gal.	.91	—	.95
Sesame, domestic, edible.....gal.	1.15	—	1.20
*Imported.....lb.	—	—	—
Soya Bean, tanks Coast, Feb.....lb.	.07 3/4	—	.07 1/2
New York, bbls., crude.....lb.	.09 3/4	—	.09 3/4
Edible.....lb.	.10 1/2	—	.10 3/4
Teaseed, crd., bbls.....lb.	.12	—	.12 3/4
Walnut, Crude.....lb.	.10	—	.10 3/4

## OIL CAKE AND MEAL

Cottonseed Cake, f.o.b. Texas.....	—	—	—
f.o.b. New Orleans.....	—	—	—
Cottonseed, Meal, f.o.b. Atlanta.....	—	—	—33.00
Columbia.....	—	—	—
New Orleans.....ton	—	—	—
Corn Cake.....short ton	—	—	—
Meal Chicago.....short ton	—	—	—30.00
Linseed cake, dom.....short ton	48.00	—	—50.00
Linseed Meal.....short ton	50.00	—	—51.00

\*Nominal

## Naval Stores

(Carloads ex-deck)

Spirits Turpentine, in bbls.gal.	.92	—	.93
Wood Turpentine, steam dis-	—	—	—
tilled, bbls.....gal.	—	—	—
Destractive distilled, bbls.gal.	—	—	—
Pitch Prime.....bbl.	—	—	6.00
Rosins, B.....	—	—	5.35
D.....	—	—	5.40
F.....	—	—	5.40
G.....	—	—	5.40
H.....	—	—	5.45
I.....	—	—	5.45
K.....	—	—	5.95
M.....	—	—	6.65
N.....	—	—	7.00
WG.....	—	—	7.25
WW.....	—	—	7.75
Rosin Oil, first run.....gal.	.36	—	.37
Second run.....gal.	.38	—	.39
Tar, kiln-burnt.....bbl.	—	—	10.00
Retort.....bbl.	—	—	9.00

## Fertilizer Materials

*Ammon. Sulf. bulk.....100 lbs.	2.50	—	2.60
Double bgs., f.a.s., N.Y. 100 lbs.	2.75	—	2.80
Blood, dried, f.o.b. N.Y.....unit	—	—	3.75
Bone, 3 and 50, ground, raw ton	30.00	—	32.00
Raw, Chicago.....ton	—	—	23.00
Cyanamide wks.....unit	—	—	2.25
Fish Scrap, dom., dried, f.o.b.	—	—	—
works.....unit	3.25	&	3.10
Nitrate Soda.....100 lbs.	2.37 1/2	—	2.40
Tankage, high-grade, f.o.b.	—	—	—
Chicago.....unit	3.25	&	3.10
Ground, N. Y.....unit	3.65	&	3.10

Phosphate Rock—F.o.b. Mines	—	—	—
Florida pebble, 68-72%.....ton	5.00	—	7.50
Tennessee, 78-80 p.c.....ton	8.00	—	9.00
Phosphate, Acid, 16 p.c.....ton	9.00	—	11.00
Potassium muriate, 80 p.c.....unit	.75	—	.80
Sulfate.....unit	—	—	1.00
Steamed Bone Meal, N.Y.....ton	—	—	30.00

## Metals

Aluminum 98-99% Virgin.....cwt.	17.00	—	18.00
98-99% Remelted.....cwt.	—	—	—
Antimony, Jap. & Chinese.....cwt.	4.45	—	4.75
Bismuth, (See Fine Chemical Prices)	—	—	—
Cadmium.....lb.	1.00	—	1.10
Cobalt.....lb.	—	—	3.00
Copper prime Lake.....cwt.	—	—	13.50
Electrolytic.....cwt.	—	—	13.50
Casting.....cwt.	—	—	13.00
Graphite, crude, Amorphous.....ton	15.00	—	42.50
Flake.....lb.	.03	—	.07
Iridium.....oz.	150.00	—	160.00
Lead, N. Y.....cwt.	—	—	4.70
Magnesium, 99 p.c.....lb.	—	—	1.25
Manganese ore.....unit	.22	—	.25
Mercury.....flask	46.00	—	48.00
Nickel Ingot.....cwt.	—	—	41.00
Shot.....cwt.	—	—	43.00
Electrolytic.....cwt.	—	—	45.00
Palladium.....oz.	51.00	—	55.00
Platinum, pure.....oz.	—	—	95.00
Silver.....oz.	—	—	.99 3/4
Foreign.....oz.	—	—	.66
Tin Straits.....cwt.	31.50	—	31.75
Banca.....cwt.	—	—	—
American, pure.....cwt.	—	—	31.00
99 p.c. pure.....cwt.	—	—	30.50
Tungsten, ore per short ton unit	—	—	—
Wolframite, Chinese.....	2.00	—	2.35
Bolivian.....	2.75	—	3.00
Scheelite, Amer.....	—	—	—
Japanese.....	—	—	—
Zinc (Spelter) Shipment.....cwt.	—	—	—
Spot.....cwt.	—	—	4.80

# THE CLEVELAND-CLIFFS IRON CO.

KIRBY BUILDING, CLEVELAND, O.

PRODUCERS OF

Wood Alcohol  
Acetic Acid  
Formaldehyde  
Pure Acetone

Methyl Acetone  
Sulphuric Acid  
Sodium Acetate  
Iron Liquor

DISTRIBUTING POINTS

Cleveland  
New York  
Cincinnati

Boston  
Newark  
Brooklyn

Marquette  
Antrim  
Chicago

Detroit  
Minneapolis  
Gladstone

## Crude Drugs

Crude Drugs		BALSAMS	
MISCELLANEOUS		BARKS	
Agar Agar, No. 1.....lb.	— .85	Copaiba, Para.....lb.	.25 — .26
No. 2.....lb.	.70 — .75	South American.....lb.	.30 — .31
No. 3.....lb.	.52 — .55	Fir, Canada.....gal.	10.75 — 11.00
Agaric, white.....lb.	— 1.35	Oregon.....gal.	1.30 — 1.45
Almonds, bitter.....lb.	— .40	Peru.....lb.	— 1.50
Sweet.....lb.	— .35	Tolu.....lb.	.35 — .37½
Meal.....lb.	.28 — .30		
Ambergris, black.....oz.	— 8.00		
Grey.....oz.	— 25.00		
Areca Nuts.....lb.	.08 — .08½		
Powdered.....lb.	— .12		
Balm of Gilead Buds.....lb.	.45 — .50		
Burgundy Pitch, Dom.....lb.	— .05		
Cantharides, Chinese.....lb.	1.00 — 1.05		
Powdered.....lb.	— 1.10		
Russian, whole.....lb.	— 2.50		
Powdered.....lb.	— 3.00		
Cascara Amarga.....lb.	— .50		
Castoreum.....lb.	4.00 — 4.25		
Charcoal Willow, powdered.....lb.	.06 — .07		
Wood, powdered.....lb.	.04 — .04½		
Civet.....oz.	2.75 — 2.80		
Cochineal, U.S.P.....lb.	.37 — .45		
Colocynth, Apples.....lb.	.24 — .25		
Pulp, U.S.P.....lb.	.25 — .26		
Spanish Apples.....lb.	.28 — .30		
Cuttlefish Bone, Trieste.....lb.	.18 — .20		
Jewelers, large.....lb.	— .75		
Small.....lb.	— .75		
French.....lb.	.18 — .20		
Powdered.....lb.	— .14		
Dragon's Blood, Mass.....lb.	.30 — .45		
Reeds.....lb.	.70 — .72		
Ergot, Russian.....lb.	—		
Spanish.....lb.	1.03 — 1.05		
Grains of Paradise.....lb.	.12 — .13		
Guarana.....lb.	— .80		
Honey Calif.....lb.	— .11		
Hops, N. Y., prime.....lb.	.23 — .26		
Pacific Coast, prime.....lb.	.23 — .26		
Isinglass, American (see Agar Agar)	— 10.00		
Russian.....lb.	— 3.25		
Kamala.....lb.	— .06		
Kola Nuts, West Indies.....lb.	4.50 — 6.00		
Leeches.....C.	.55 — .70		
Lime Juice, clarified.....gal.	— 1.25		
Lupulin.....lb.	1.10 — 1.15		
Lycopodium.....lb.	— .85		
Manna, large flake.....lb.	.43 — .45		
Small flake.....lb.	— .45		
Sorts.....lb.	.08 — .09		
Moss, Iceland.....lb.	.09 — .11		
Irish, Bleached.....lb.	16.00 — 17.00		
Musk, pods, Cabardine.....oz.	17.00 — 19.00		
Tonquin.....oz.	25.00 — 26.00		
Grain, Cab.....oz.	32.00 — 33.00		
Tonquin.....oz.	—		
Synthetic, See Aromatic Chemicals			
Nutgalls, Chinese.....lb.	.16 — .17		
Aleppy.....lb.	.13 — .14		
Nux Vomica, whole.....lb.	.09 — .10		
Powdered.....lb.	.13 — .14		
Quassia Chips.....lb.	— .09		
Sandalwood, Chips.....lb.	— .35		
Ground.....lb.	— .40		
Scammony, resin.....lb.	— 1.25		
Spermaceti, blocks.....lb.	.30 — .31		
Storax, liquid, tech.....lb.	— 1.25		
Gen., U.S.P.....lb.	— 1.30		
Tamarinds, bbls.....lb.	.03½ — .04		
Kegs.....per keg	1.25 — 1.40		
Tar, Barbadoes.....gal.	.53 — .55		
Turpentine, Venice, True.....lb.	.08 — .11		
Artificial.....lb.	—		
Spirits, See Naval Stores			
*Nominal			

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Finest Genuine French Imported

**D. Vecchini**

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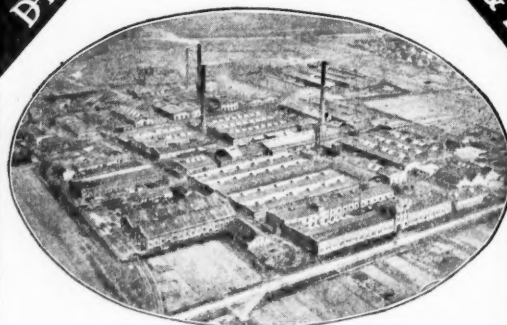
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## Naphthalene

**Pacific Chemical Co.**

70 Cliff St., N. Y.

Beekman 8257



## E. de HAËN CHEMISCHE FABRIK "LIST"

G. m. b. H.  
Seelze bei Hannover

Acid Phosphoric  
Antimony Salts—all strengths  
Antimony Sulfurets  
Ammonium Sulfoeyanide  
Magnesium Fluosilicate  
Manganese Sulphate  
Potassium Meta Bisulphite  
Potassium Sulphocyanide

AGENTS

**PFALTZ & BAUER, Inc.**

300 Pearl Street  
NEW YORK CITY



## Crude Drugs

Orange Peel, bitter .....	lb.	.06	—	.07
Sweet .....	lb.	.05	—	.05½
Prickly Ash, Southern .....	lb.	.14½	—	.15
Northern .....	lb.	.14½	—	.15
Pomegranate of Root .....	lb.	.17	—	.18
of Fruit .....	lb.	.17	—	.18
Sassafras, ordinary .....	lb.	—	—	.12
Select .....	lb.	.23	—	.24
Simaruba .....	lb.	—	—	.14
Soap, whole .....	lb.	.05½	—	.06
Cut .....	lb.	.08½	—	.09
Crushed .....	lb.	.09	—	.10
Powdered .....	lb.	.11	—	.12
Wahoo of Root .....	lb.	—	—	.55
of Tree .....	lb.	.25	—	.26
Willow, Black .....	lb.	—	—	.06
White .....	lb.	—	—	.15
White Pine Rosed .....	lb.	—	—	.06
White Poplar .....	lb.	—	—	.04
Wild Cherry—				
Thin Green Rosed .....	lb.	.16	—	.18
Thick Rosed .....	lb.	.10	—	.12
Thin Natural .....	lb.	.09	—	.10
Thick Natural .....	lb.	.06	—	.07
Witch Hazel .....	lb.	—	—	.08

## BEANS

Calabar .....	lb.	.18	—	.20
Cassia Fistula .....	lb.	—	—	.12
Castor .....	lb.	—	—	.03½
St. Ignatius .....	lb.	—	—	.22
St. John's Bread .....	lb.	.06	—	.09
Tonka, Angostura .....	lb.	—	—	1.25
Para .....	lb.	.80	—	.90
Surinam .....	lb.	.85	—	.95
Vanilla, Mexican, whole .....	lb.	8.00	—	8.50
Cuts .....	lb.	7.00	—	7.50
Bourbon .....	lb.	3.00	—	3.25
South American .....	lb.	5.00	—	5.50
Tahiti, Yellow Label .....	lb.	—	—	2.00
Green Label .....	lb.	—	—	2.00

## BERRIES

Cubeb, ordinary .....	lb.	.90	—	1.00
XX .....	lb.	1.00	—	1.10
Powdered .....	lb.	.90	—	1.00
Fish .....	lb.	.06½	—	.07
Horse, Nettle, dry .....	lb.	.35	—	.40
Juniper .....	lb.	—	—	.04
Laurel .....	lb.	—	—	.08
Poke .....	lb.	—	—	.16
Prickly Ash .....	lb.	.11	—	.12
Raspberries, dried .....	lb.	.35	—	.40
Saw Palmetto .....	lb.	.12	—	.13
Sloe .....	lb.	.14	—	.15

## FLOWERS

Arnica .....	lb.	.11	—	.12
Borage .....	lb.	—	—	.28
Calendula Petals, Imp. ....	lb.	—	—	.50
Chamomile, Hungarian .....	lb.	.19	—	.21
Roman .....	lb.	.10	—	.11
Clover Tops .....	lb.	.15	—	.16
Dogwood .....	lb.	.23	—	.25
Elder .....	lb.	.40	—	.44
Insect, open whole .....	lb.	.45	—	.46
Closed whole .....	lb.	.50	—	.52
Powder, Pure .....	lb.	.30	—	.32
Flowers and stems, 50 p.c. ....	lb.	—	—	1.25
Kousso .....	lb.	.25	—	.40
Lavender .....	lb.	.12	—	.13
Linden, with Leaves .....	lb.	.22	—	.23
Without Leaves .....	lb.	—	—	.38
Malva, blue .....	lb.	—	—	.60
Black .....	lb.	—	—	.45
Mullein .....	lb.	—	—	.45
Orange .....	lb.	—	—	.45
Peony, red .....	lb.	—	—	.50
Poppy, red .....	lb.	1.15	—	1.20
Saffron, American .....	lb.	17.00	—	17.25
Valencia .....	lb.	—	—	.70
Violet .....	lb.	—	—	.70
Tilia (see Linden)				
*Nominal				

## GUMS

Aloes, Barbados .....	lb.	—	—	.50
Cape .....	lb.	.08	—	.09
Curacao, cases .....	lb.	.06½	—	.07
Socotrine, whole .....	lb.	—	—	.40
Ammoniac, tears .....	lb.	—	—	1.60
Arabic, firsts .....	lb.	.26	—	.27
Seconds .....	lb.	.22	—	.23
Sorts Amber .....	lb.	.10½	—	.11
Powdered, U.S.P. ....	lb.	.19	—	.22
Asafetida, whole, U.S.P. ....	lb.	.30	—	.33
Powdered .....	lb.	.60	—	.65
Benzoin, Siam .....	lb.	—	—	1.50
Sumatra .....	lb.	.28	—	.29
Camphor, ref., See Fine chem. list				
Catechu .....	lb.	—	—	.10
Chicle .....	lb.	.75	—	.80
Damar .....	lb.	.23	—	.24
Euphorbium .....	lb.	—	—	.35
Powdered .....	lb.	—	—	.55
Galbanum .....	lb.	1.10	—	1.20
Gambier .....	lb.	—	—	.40
Gamboge .....	lb.	—	—	1.00
Guaiac .....	lb.	.28	—	.40
Karaya, Powdered .....	lb.	.18	—	.22
Kino .....	lb.	—	—	.50
Mastic .....	lb.	—	—	.65
Myrrh, Select .....	lb.	.43	—	.44
Sorts .....	lb.	.40	—	.42
Olibanum, siftings .....	lb.	.10	—	.10½
Tears .....	lb.	.15	—	.16
Opium, See fine chem. list				
Sandarac .....	lb.	.23	—	.25
Scammony Resin .....	lb.	—	—	1.40
Senegal, plcked .....	lb.	.16	—	.17
Spruce .....	lb.	—	—	1.00
Storax, Tech. cases, See Misc'l. Drugs				
Thus .....	lb.	.04½	—	.05
Tragacanth, Aleppo first .....	lb.	2.50	—	2.60
No. 2 to No. 6 .....	lb.	1.00	—	2.50
Powdered .....	lb.	1.25	—	1.75
Turkish .....	lb.	1.00	—	2.00



## Epsom Salt

### Magnesium Sulphate U. S. P.

Improved plant processes have placed us in a position to offer Epsom Salt, U. S. P. that is unsurpassed in quality.

Dow Epsom Salt, U. S. P., is remarkable for its physical appearance and for its freedom from chemical and mechanical impurities.

No doubt it will be of interest to users of Epsom Salt to know they can procure quantity supplies of this essential at very reasonable prices, and be assured of real service on deliveries.

To facilitate less carload deliveries, stocks are carried in warehouses at New York, Boston, Rochester, St. Louis, Kansas City, Cincinnati, St. Paul, Toronto and Montreal.

Dow Epsom Salt, U. S. P., is generally packed in 300-lb. barrels and 125-lb. kegs, but may be had in 100-lb. bags.

We can also supply Technical Epsom Salt of unexcelled quality and low Chloride content to meet requirements of leather and other industrial manufacturers.

Write for representative sample and quotation on carload or less than carload lots.

## THE DOW

Midland, Mich.



## CHEMICAL CO.

90 West St., New York

## Crude Drugs

SHELLAC			ROOTS		
D. C. ....lb.	—	.82	Aconite, U.S.P. ....lb.	.20	— .21
Fine Orange ....lb.	—	.75	Aletris (Unicorn true)....lb.	.34	— .35
Second Orange ....lb.	—	.70	Alkanet ....lb.	.13	— .17
T. N. ....lb.	.67	— .68	Althea, cut ....lb.	.11	— .12
Ground reg. ....lb.	—	.70	Whole ....lb.	.08	— .09
Regular bleached ....lb.	—	.75	Angelica American ....lb.	.15	— .17
Bone Dry ....lb.	—	.76	Arnica ....lb.	.25	— .28
LEAVES AND HERBS			Arrowroot, American ....lb.	.07	— .08
Aconite ....lb.	.28	— .30	St. Vincent, Powd....lb.	.07	— .08
Balmory ....lb.	—	.14	Bamboo Brier ....lb.	—	— .06
Belladonna ....lb.	.11	— .14	Bearsfoot ....lb.	—	— .06
Boneset, leaves and tops....lb.	—	.09	Belladonna ....lb.	.12	— .14
Buchu, Short ....lb.	1.05	— 1.07	Berberis Aquifolium ....lb.	.17	— .18
Long ....lb.	—	1.00	Beth ....lb.	.17	— .18
Cannabis, true, imported....lb.	—	—	Blood ....lb.	.14	— .15
American, (no assay)....lb.	—	.20	Blueflag ....lb.	.26	— .30
U.S.P. ....lb.	—	.30	Bryonia ....lb.	.10	— .12
Catnip ....lb.	.10	— .15	Burdock ....lb.	.10	— .11
Chestnut ....lb.	—	.06	Calamus, bleached ....lb.	—	— .45
Chiretta ....lb.	—	.20	Unbleached, natural ....lb.	.10	— .11
Coca, Huanuco ....lb.	—	—	Cohosh, black ....lb.	.08	— .09
Truxillo ....lb.	—	.50	Blue ....lb.	.08	— .09
Coltsfoot ....lb.	—	.08	Colchicum ....lb.	.13	— .15
Corn Silk ....lb.	—	.06	Colombo, whole ....lb.	.02	— .04
Damiana ....lb.	.10	— .11	Comfrey ....lb.	.20	— .22
Deer Tongue ....lb.	—	.08	Culver's ....lb.	.17	— .18
Digitalis ....lb.	.09	— .10	Cranesbill ....lb.	.12	— .14
Eucalyptus ....lb.	—	.05½	Dandelion, Imported ....lb.	.08	— .09
Euphorbia Pilulifera ....lb.	.10	— .12	Doggrass, U.S.P., cut ....lb.	.09	— .10
Grindelia Robusta ....lb.	.09	— .10	Echinacea ....lb.	—	— .35
Henbane ....lb.	.22	— .24	Elecampane ....lb.	—	— .10
Henna ....lb.	.17	— .18	Galangal ....lb.	—	— .09
Horehound ....lb.	.09	— .09½	Gelsemium ....lb.	.12	— .13
Jaborandi ....lb.	.32	— .34	Gentian ....lb.	.08	— .08½
Laurel ....lb.	.03½	— .04½	*Nominal		
Life Everlasting ....lb.	.06	— .07			
Liverwort ....lb.	—	.26			
Lobelia ....lb.	.09	— .10			
Matico ....lb.	—	.20			
Marjoram, German ....lb.	—	.21			
French ....lb.	.12	— .14½			
Motherwort Herb ....lb.	—	.11			
Pennyroyal ....lb.	.08	— .14			
Peppermint, American ....lb.	.14	— .20			
Pichi ....lb.	.10	— .11			
Prince's Pine ....lb.	—	.15			
Plantain ....lb.	—	.15			
Pulsatilla ....lb.	—	.45			
Queen of the Meadow ....lb.	—	.07			
Rose, pale and red ....lb.	.25	— .48			
Rosemary ....lb.	.04½	— .08			
Rue ....lb.	.25	— .30			
Sage, Dalmatian ....lb.	.05½	— .06½			
Greek ....lb.	.03½	— .04			
Spanish ....lb.	.03½	— .04			
Savory ....lb.	.10	— .10½			
Senna, Alexandria, whole...lb.	.58	— .60			
Half Leaf ....lb.	.18	— .20			
Siftings ....lb.	.10	— .11			
Powdered ....lb.	.14	— .15			
Tinnevely, Jobbing ....lb.	.12	— .14			
Grinding ....lb.	.05	— .07			
Pods ....lb.	.07	— .07½			
Powdered ....lb.	.08	— .09			
Sideritis, cut ....lb.	—	.19			
Skullcap, Western ....lb.	—	.20			
Spearmint, American ....lb.	—	.24			
Squaw Vine ....lb.	.14	— .15			
Stramonium ....lb.	.10	— .12			
Tansy ....lb.	.16	— .18			
Thyme Spanish ....lb.	.07	— .07½			
French ....lb.	.09	— .09½			
Uva Ursi ....lb.	.08	— .09			
Witch Hazel ....lb.	—	.09			
Wormwood, imported ....lb.	.10	— .12			
Yerba Santa ....lb.	.11	— .12			

## ANNOUNCEMENT

Am pleased to announce to my friends that I am now associated with Litter & Allen, Inc., Woolworth Building, New York, where I can give you the same service as in the past and hope to continue the pleasant relations of many years standing.

B. M. SPENCER

A. Spieler, formerly with Bernham Metals Chemical Corp., is now in charge of the Wax Department, handling a complete line of all foreign and domestic commercial waxes.

F. E. James, formerly with Innis Spieden & Co., has also joined our organization handling the general line of chemicals and allied products.

**Litter & Allen, Inc.**



Caustic Potash 88/92%  
Carbonate of Potash  
Chlorate of Potash  
Chlorate of Soda  
Zinc Chloride  
Zinc Oxide "B. & S." Brand  
Barium Chloride Prime White Crystal  
Naphthalene Refined Flake and Ball  
"Cyanegg" Sodium Cyanide 96/98%  
Permanganate Potash U. S. P.  
Sal Ammonia, Granl. White and Rough Gray  
Barium Nitrate  
Strontia Nitrate  
Epsom Salts U. S. P.

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CHEMICAL CO.**

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## Seeds and Spices

Ginger, Jamaica .....	lb. .35 — .40	See Spices			
Ginseng, Cultivated .....	lb. 1.00 — 3.00				
Northwestern wild .....	lb. 6.00 — 8.00				
Southern wild .....	lb. 5.00 — 7.00				
Gold Seal .....	lb. — — 3.00				
Powdered .....	lb. 3.85 — 4.00				
White .....	lb. — — .22				
Powdered .....	lb. — — .12				
Helonias (Unicorn false) .....	lb. .43 — .45				
Ipecac Cartagena .....	lb. 1.30 — 1.40				
Powdered .....	lb. 1.60 — 1.65				
Rio whole .....	lb. — — —				
Powdered .....	lb. — — —				
Jalap, whole .....	lb. .15 — .17				
Powdered, U.S.P. .....	lb. .23 — .25				
Kava Kava .....	lb. — — .17				
Lady Slipper .....	lb. .65 — .70				
Licorice, *Russian, cut .....	lb. — — —				
Spanish natural bales .....	lb. .06 — .06½				
Selected .....	lb. .25 — .28				
Powdered .....	lb. .09½ — .10				
Lovage .....	lb. .38 — .45				
Manaca .....	lb. — — .20				
Mandrake .....	lb. .11 — .12				
Musk, Russian .....	lb. .08 — .09				
Orris, Florentine bold .....	lb. .07 — .08				
Verona .....	lb. .09 — .11				
Powdered .....	lb. .80 — .85				
Fingers .....	lb. — — .28				
Pareira Brava .....	lb. — — .08				
Pellitory .....	lb. .75 — .80				
Pink true .....	lb. — — .19				
Pleurisy .....	lb. .07 — .07½				
Poke .....	lb. .10 — .11				
Rhatany .....	lb. — — .55				
Rhubarb .....	lb. — — .65				
High Dried .....	lb. .45 — .50				
Powdered .....	lb. .43 — .44				
Sarsaparilla, Honduras .....	lb. .05½ — .06				
Mexican .....					
Scammony Root .....					
Senega .....	lb. .75 — .80				
Serpentaria .....	lb. .20 — .21				
Skunk Cabbage .....	lb. .30 — .31				
Snake, Canada natural .....	lb. — — .45				
Stripped .....	lb. .17 — .18				
Spikenard .....	lb. .05 — .06				
Squill, white .....	lb. .09 — .10				
Stillingia .....	lb. — — .10				
Stone .....	lb. .05¼ — .06				
Turmeric Madras .....	lb. .05¼ — .06				
Aleppy .....	lb. .05¼ — .06				
China .....	lb. .05¼ — .06				
Unicorn false, See Helonias					
True, See Aletris					
Valerian, Belgian .....	lb. .09 — .10				
Yellow Dock .....	lb. — — .15				
Yellow Parilla .....	lb. — — .30				
SEEDS					
Anise, Levant .....	lb. — — .21				
Star .....	lb. — — .15				
Spanish .....	lb. .15½ — .16				
Annatto .....	lb. .03 — .03½				
Canary, Morocco .....	lb. — — .08½				
South American .....	lb. .03¼ — .03½				
Caraway, African .....	lb. .07 — .07½				
Dutch .....	lb. .07¼ — .08				
Cardamom, bleached .....	lb. .75 — 1.20				
Decorticated .....	lb. .38 — .40				
Celery .....	lb. .14 — .14½				
Colchicum .....	lb. .14 — .16				
Coriander, Bombay .....	lb. — — —				
Morocco Unbleached .....	lb. .05½ — .06				
Bleached .....	lb. .08½ — .09				
Cumin, Levant .....	lb. — — —				
Morocco .....	lb. .10¼ — .11				
Pill .....	lb. .05½ — .06				
Fennel, French .....	lb. .11 — .12				
German .....	lb. .11½ — .12				
Flax, whole .....	per bbls. — — 11.25				
Ground .....	lb. .05¼ — .06				
*Nominal					
Foenugreek .....	lb. .02½ — .03				
Hemp, Manchurian .....	lb. .03¼ — .03½				
Chilian .....	lb. — — —				
Job's Tears, white .....	lb. — — .07½				
Larkspur .....	lb. — — .17				
Lobelia .....	lb. — — .70				
Mustard, Bari, Brown .....	lb. — — .10				
Bombay, Brown .....	lb. — — .06¼				
California, Brown .....	lb. .04¼ — .05				
Yellow .....	lb. — — .06¼				
Chinese, Yellow .....	lb. .04 — .05				
English, Yellow .....	lb. .05½ — .06				
Danish, Yellow .....	lb. .05 — .05½				
Dutch, Yellow .....	lb. .05 — .05¼				
Poppy, Dutch .....	lb. .13½ — .14				
Turkish .....	lb. — — .09				
Blue Indian .....	lb. — — .06½				
White Indian .....	lb. .07 — .07½				
Quince .....	lb. 1.55 — 1.60				
Rape South Amer. ....	lb. .04 — .05				
Japanese, small .....	lb. — — .08				
Sabadilla .....	lb. — — .11				
Stavesacre .....	lb. — — .28				
Stramonium .....	lb. — — .14				
Strophanthus, Hispidus .....	lb. — — —				
Kombe .....	lb. — — .35				
Sunflower, domestic .....	lb. .05¼ — .05½				
South American .....	lb. .08½ — .09				
Worm, American .....	lb. .10 — .11				
*Levant .....	lb. — — 1.75				
SPICES					
Cassia Buds .....	lb. — — .10				
China, Selected .....	lb. .05½ — .07				
Saigon, assortment .....	lb. .23 — .25				
Cinnamon, Ceylon .....	lb. .17 — .18				

## What Was the Price on September 1st, 1917?

The Spot New York price on 180 leading chemicals, intermediates, drugs, fatty and essential oils, quarterly from August, 1914 (prewar), to December, 1921, in a table—6,000 quotations for ready reference.

Graphic charts showing the price movements—better than an index number because plainer and less misleading.

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## Essential Oils

Cloves, Zanzibar .....	lb.	.32½	— .34
Amboyas .....	lb.	.48	— .50
Penang .....	lb.	.09½	— .10
Ginger, African .....	lb.	.31	— .39
Jamaica, grinding .....	lb.	.38	— .40
Fancy Bold .....	lb.	.09½	— .09½
Japan .....	lb.	.11½	— .13
Cochin ABC and lemon .....	lb.	.37	— .38
Mace, Siau .....	lb.	.40	— .41
Banda, No. 1 .....	lb.	.27	— .30
Batavia .....	lb.	.17	— .18
Nutmegs, 110s .....	lb.	.24	— .25
75s-80s .....	lb.	—	— .10
Pepper, Black Sing. ....	lb.	.13½	— .14
White .....	lb.	.31	— .32
Peppers, Red, Mombasa ..	lb.	.20	— .21
Cherries .....	lb.	.16½	— .17½
Bombay .....	lb.	.38	— .39
Japan .....	lb.	—	— .04
Pimento, Select .....	lb.	—	— .04

## WAXES

Bayberry .....	lb.	.20	— .25
Bees, white .....	lb.	.33	— .35
Yellow, clean .....	lb.	.14	— .16
Crude .....	lb.	.12	— .14
Candella .....	lb.	.24	— .25
Carnauba, Flor. ....	lb.	.55	— .56
No. 1, North Country ..	lb.	.45	— .46
No. 2, North Country ..	lb.	.22	— .25
No. 3, Fatty Gray .....	lb.	.14	— .15
No. 3, Chalky .....	lb.	.14	— .15
Ceresin Yellow .....	lb.	.07½	— .08
White .....	lb.	.08½	— .10
Japan .....	lb.	.18	— .20
Montan, crude .....	lb.	.04½	— .05
*Bleached .....	lb.	—	— .20
Ozokerite, brown .....	lb.	.22	— .24
Green .....	lb.	—	—
Refined, yellow .....	lb.	—	—
Paraffin, ref'd 128-130 deg. m.p.	lb.	.06	— .06½
Ref'd 118-120 deg. ....	lb.	.04½	— .06
Stearic Acid, See Animal Oils			
*Nominal			

## Essential Oils

Almond, Bitter, U.S.P. ....	lb.	4.75	— 5.00
Bitter, f.f. P.A. ....	lb.	5.25	— 5.50
Artificial, U.S.P., See Aromatic Chems.			
Sweet .....	lb.	.40	— .45
Peach Kernel (Apricot) ..	lb.	.27½	— .30
Amber, Crude .....	lb.	1.00	— 1.05
Rectified .....	lb.	1.25	— 1.30
Anise Technical .....	lb.	.50	— .55
U. S. P. ....	lb.	.60	— .65
Bay .....	lb.	2.25	— 2.35
Bergamot .....	lb.	5.00	— 5.25
Artificial .....	lb.	—	— 3.00
Birch Tar, Rect. ....	lb.	—	— 2.75
Crude .....	lb.	—	— 1.85
Bois de Rose .....	lb.	2.75	— 3.25
Cade .....	lb.	.65	— .75
Cajuput, Native .....	lb.	.65	— .70
U.S.P. ....	lb.	.75	— .80
Camphor, by-product .....	lb.	.09	— .10
Japanese white .....	lb.	.19	— .20
Cananga, Native .....	lb.	3.00	— 3.10
Rectified .....	lb.	4.00	— 4.25
Caraway, Rectified .....	lb.	—	— 1.60
Crude .....	lb.	—	— 1.40
Cassia Technical .....	lb.	1.30	— 1.35
Redistilled, U.S.P. ....	lb.	1.65	— 1.70
Cedar Leaf .....	lb.	.75	— .78
Cedar Wood, light. ....	lb.	.33	— .35
Cinnamon, Ceylon, heavy ..	lb.	11.00	— 15.00
Leaf .....	lb.	2.00	— 2.10
Citronella, Ceylon .....	lb.	.51	— .52
Java .....	lb.	.75	— .80
Cloves, cans .....	lb.	2.20	— 2.25
Bottles .....	lb.	2.30	— 2.40
Copaiba, U.S.P. ....	lb.	.60	— .65
Coriander, U.S.P. ....	lb.	9.00	— 9.50
Croton .....	lb.	—	— 1.10
Cubebs, U.S.P. ....	lb.	6.25	— 6.50
Cumin .....	lb.	—	— 5.00
Dill .....	lb.	—	— 4.50

Erigeron .....	lb.	1.75	— 2.00
Eucalyptus, Australian, U.S.P.	lb.	.40	— .42
Fennel, sweet, U.S.P. ....	lb.	1.65	— 1.75
Geranium, Rose Algerian ..	lb.	6.00	— 7.00
Bourbon, (Reunion) .....	lb.	5.00	— 5.50
*Turkish .....	lb.	—	— 3.75
Ginger .....	lb.	—	— 6.75
Gingergrass .....	lb.	—	— 2.75
Hemlock .....	lb.	—	— .70
Juniper Berries, rect. ....	lb.	1.50	— 1.60
Wood .....	lb.	.50	— .60
Lavender Flowers, U.S.P. ..	lb.	2.75	— 3.50
Spike, Spanish .....	lb.	.90	— 1.00
Lemon, U.S.P. ....	lb.	.65	— .75
Lemongrass, Native .....	lb.	1.00	— 1.10
Limes, Expressed .....	lb.	2.50	— 2.75
Distilled .....	lb.	.55	— .60
Linaloe .....	lb.	2.60	— 2.70
Mace, distilled .....	lb.	1.00	— 1.10
Mirbane, ref., see Aromatic Chemicals			
Mustard, natural .....	lb.	—	— 19.00
Artificial .....	lb.	—	— 3.00
Neroli, Bigarade .....	oz.	8.00	— 20.00
Petale .....	oz.	10.00	— 25.00
Artificial .....	lb.	—	— 15.00
Nutmeg, U.S.P. ....	lb.	1.00	— 1.10
Orange, bitter .....	lb.	1.90	— 2.00
Sweet, West Indian .....	lb.	2.15	— 2.25
Italian .....	lb.	3.00	— 3.25
Origanum, Imitation .....	lb.	.30	— .35
Patchouli .....	lb.	10.00	— 12.50
Pennyroyal, domestic .....	lb.	—	— 1.75
Imported .....	lb.	1.20	— 1.30
Peppermint Natural, tins. ....	lb.	1.70	— 1.80
Redistilled, U.S.P. ....	lb.	1.90	— 2.00
Japanese .....	lb.	—	— 1.20
Petit Grain, So. America. ....	lb.	—	— 2.10
French .....	lb.	—	— 10.00
Pinus Sylvestris .....	lb.	—	— 1.75
Pumilio .....	lb.	—	— 4.50
Rose, French .....	oz.	—	— 10.00
Bulgarian .....	oz.	7.50	— 9.25
Artificial .....	oz.	2.50	— 2.75

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## Aromatic Chemicals

Rosemary, U.S.P. ....lb.	.55	— .60
Tech. ....lb.	.50	— .52
Sandalwood, East Indian....lb.	7.10	— 7.15
West Indian ....lb.	—	— 4.00
Sassafras, natural ....lb.	.90	— 1.00
Artificial ....lb.	.52	— .53
Savin ....lb.	4.50	— 4.75
Spearmint ....lb.	2.50	— 2.75
Spruce ....lb.	—	— .70
Tansy, Amer. ....lb.	—	— 7.75
Tar, bbls. ....gal.	.28	— .30
Refined, U.S.P., cans....gal.	—	— 1.00
Thyme, red, U.S.P. ....lb.	1.00	— 1.10
White, U.S.P. ....lb.	1.15	— 1.20
Vetivert, Bourbon ....lb.	4.75	— 5.25
Wine, heavy ....lb.	—	— 2.75
Wintergreen, sweet birch....lb.	2.00	— 2.25
Genuine Gaultheria ....lb.	5.00	— 7.00
Synthetic, U.S.P., bulk....lb.	.35	— .40
Wormseed Baltimore ....lb.	4.00	— 4.25
Wormwood Dom. ....lb.	11.50	— 12.00
Ylang Ylang, Bourbon....lb.	10.00	— 12.00
Manila ....lb.	25.00	— 30.00
Artificial ....lb.	—	— 10.00

## Oleoresins

Aspidium (Malefern) ....lb.	4.00	— 4.25
Capsicum ....lb.	3.00	— 3.25
Cubeb ....lb.	7.00	— 7.50
Ginger ....lb.	3.00	— 3.30
Malefern ....lb.	4.00	— 4.25
Mullein (so-called) ....lb.	—	— 5.00
*Orris, domestic ....lb.	—	— 20.00
Imported ....lb.	—	— 22.00
Pepper, black ....lb.	—	— 6.00
Vanilla ....lb.	8.75	— 10.00

## Perfumers' Sundries

Ambergris, black ....oz.	—	— 8.00
Ambergris, gray ....oz.	—	— 25.00
Chalk, precipitated ....lb.	.0234	— .0334
Civet ....oz.	2.75	— 3.00
Lanolin hydrous ....lb.	.12	— .15
Lanolin anhydrous ....lb.	.15	— .18
Musk Cab., pods. ....oz.	16.00	— 17.00
Musk, Cab., grains....oz.	25.00	— 26.00
Musk, Tonquin, grains....oz.	32.00	— 33.00
Musk, Tonquin, pods. ....oz.	17.00	— 19.00
Orris Root, Florentine, wholelb.	.081/2	— .09
Verona ....lb.	—	— .07
Powdered, Gran. ....lb.	.08	— .12
Rice Starch ....lb.	.09	— .10
Talc, Italian ....ton	38.00	— 40.00
Talc, French ....ton	20.00	— 25.00
Talc, domestic ....ton	17.00	— 18.00

## Aromatic Chemicals

## Natural Derivatives

Anethol ....lb.	—	— 1.75
Borneol ....lb.	—	— 3.50
Citronellol ....lb.	10.00	— 12.00
Citral ....lb.	3.50	— 4.00
Eucalyptol ....lb.	.85	— .88
Eugenol ....lb.	3.25	— 3.50
Geraniol ....lb.	2.50	— 3.00
Iso-Eugenol ....lb.	4.00	— 4.50
Linalool ....lb.	6.00	— 7.00
Menthhol ....lb.	5.25	— 5.40
Rhodinol ....lb.	15.00	— 16.00
Safrol ....lb.	.55	— .60

## Synthetic Aromatics

Acetophenone, C.P. ....lb.	3.50	— 5.00
Amyl Butyrate ....lb.	—	— 2.50
Amyl Salicylate ....lb.	1.20	— 1.30
Anisic Aldehyde ....lb.	4.25	— 4.50
Benzaldehyde, U.S.P. ....lb.	1.25	— 1.40
Free From Chlorine....lb.	1.60	— 1.80
Benzyl Acetate ....lb.	1.25	— 1.50
Benzyl Alcohol ....lb.	1.25	— 1.50
Benzyl Benzoate ....lb.	1.35	— 1.45
Bromstyryl ....lb.	4.50	— 5.00
Cinnamic Acid ....lb.	—	— 3.00
Cinnamic Aldehyde ....lb.	—	— 4.50
Citronellal ....lb.	—	— 2.00
Coumarin ....lb.	—	— 3.50
Resale ....lb.	—	— 3.25
Diphenyloxide ....lb.	.80	— .90
Ethyl Cinnamate ....lb.	4.75	— 5.00
Geranyl Acetate ....lb.	8.50	— 6.00
Heliotropin ....lb.	2.60	— 3.00
Indol, C. P. ....oz.	—	— 10.00
Linalyl Acetate ....lb.	9.00	— 10.00
Linalyl Benzoate ....lb.	15.00	— 16.00
Methyl Anthranilate ....lb.	4.50	— 4.75
Methyl Cinnamate ....lb.	4.75	— 5.00
Methyl Paracresol ....lb.	10.00	— 12.00
Methyl Salicylate ....lb.	.35	— .40
Resale ....lb.	—	— .35
Mirbane, rect., drums extra....lb.	.11	— .12
Musk Ambrette ....lb.	15.00	— 16.00
Musk Ketone ....lb.	10.00	— 12.00
Musk Xylene ....lb.	2.50	— 2.75
Nerolin ....lb.	—	— 2.50
Phenylacetaldehyde ....lb.	8.00	— 10.00
Phenylacetic Acid ....lb.	4.00	— 4.25
Phenylethylalcohol ....lb.	7.00	— 9.00
Terpineol, C. P. ....lb.	.45	— .50
Vanillin ....oz.	—	— .55
Resale ....oz.	—	— .54
Violet, artificial (Ionone)....lb.	—	— 2.50
Yara Yara Crystals....lb.	—	— 8.00

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**ALMONDS**—215 cs., Order, Marseilles; 1 cse., Habicht & Co., Palermo; 40 cs., Order, Palermo; 625 bgs., Irving National Bank, Catania; 300 bgs., W. Brandts Sons & Co., Catania; 200 bgs., Fourth Street National Bank, Catania; 387 pkgs., Huth & Co., Catania; 200 bgs., 25 cs., Lee Higginson & Co., Catania; 70 bgs., Bankers Trust Co., Catania; 50 bgs., British Bank of South America, Catania; 8 bgs., Colombo Co., Catania; 525 bgs., Order, Catania; 25 cks., K. Meghrigian, Beyrouth; 200 bgs., Order, Palermo

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**BAY RUM**—35 cks., Park & Tilford, St. Thomas; 52 cks., Lehn & Fink, St. Thomas

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**CAMPHOR**—77 cs., D. L. Moss & Co., Shanghai

**CARBON TETRACHLORIDE**—20 bbls., Iscoga Chemical Co., Hamburg

**CASEIN**—7 bgs., T. Duche & Sons, Bordeaux; Ground, 455 bgs., First National Bank of

Boston, Buenos Aires

**CHEMICALS**—8 cs., Fritzsche Bros., Hamburg; 5 cs., Merck & Co., Hamburg; 1 cse., Sagamore Chemical Co., Hamburg; 29 pkgs., Eimer & Amend, Hamburg; 695 pkgs., A. Klipstein & Co., Hamburg; 162 pkgs., Schering & Glatz, Hamburg; 2 cs., Order, Hamburg; 140 cks., Hummel & Robinson, Rotterdam; 22 cks., 23 cs., Pfaltz & Bauer, Bremerhaven; 9 cks., Kuttroff, Pickhardt & Co., Bremerhaven; 2 cs., Roessler & Hasslacher Chemical Co., Bremerhaven; 1 cse., Hensel, Bruckmann & Lorbacher, Hamburg; 694 pkgs., A. Klipstein & Co., Hamburg; 2 cs., Eimer & Amend, Hamburg; 10 cks., Franklin Import & Export Co., Hamburg; 100 cks., C. B. Richard & Co., Copenhagen; 5 cs., Panama R. R. S. S. Co., Hamburg; 80 drs., National American Bank, Hamburg; 60 cs., Schering & Glatz, Hamburg; 5 cs., Order, Hamburg; 134 bgs., 639 cks., Roessler & Hasslacher Chemical Co., Hamburg; 80 bbls., American Kreuger & Toll Corp., Hamburg; 130 drs., C. S. Grant & Co., Hamburg; 184 cs., Schering & Glatz, Hamburg; 47 bbls., Order, Hamburg; 78 bbls., Order, Bremen; 120 pkgs., Order, Hamburg; 1 cse., C. B. Richard & Co., Antwerp; 3 cs., F. B. Vandegriff & Co., Antwerp; 23 cs., G. Gennert, Hamburg; 1 cse., C. B. Richard & Co., Antwerp; 2 cs., C. B. Richard & Co., Hamburg; 49 cs., Order, Hamburg

**CLAY**—4 cs., Hensel, Bruckmann & Lorbacher, Hamburg; 2 bbls., Burns Elson Corporation, Belize; 1 bbl., Order, Hamburg; Raw, 20 cks., J. Goebel & Co., Bremerhaven

**COCOA BUTTER**—161 bgs., American Express Co., Hamburg; 544 bgs., New York Trust Co., Hamburg; 118 bbls., Habicht & Co., Rotterdam; 342 bgs., Order, Hamburg;

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**DYEWOOD**—331 psl., I. Brandon & Bros., Central American Ports

**EPSOM SALT**—1,350 pkgs., Superfos Co., Hamburg

**ERGO**—11 pkgs., Order, Hamburg; 11 bgs., Order, Rotterdam

**EXTRACTS**—1 cse., Danish Pure Food Imports, Copenhagen; **Dye wood**, 39 bbls., T. S. Todd & Co., Monte Cristi; 12 bbls., T. S. Todd & Co., Monte Cristi; **Logwood**, 117 bbs., 7 bbls., T. S. Todd & Co., Monte Cristi; **Mangrove Bark**, 500 bgs., Roberts, Evans & Woodhead, Singapore; **Ratania**, 1 csk., Antioquia Commercial Corporation, Puerto Colombia; **Rennet**, 20 kgs., 2 bbls., F. B. Vandegrift & Co., Copenhagen; 25 csk., Meadows, Wye & Co., Tintorial, 30 csk., O. E. Chapel Freres & Co., Havre

**FERROCERIUM**—10 csk., New Process Metals Corporation, Havre

**FLOWERS**—Calendula, 2 bgs., Equitable Trust Co., Hamburg; 3 bgs., Equitable Trust Co., Hamburg

**GLUE**—1 cse., Sutherland International Dispatch, Havre; **Ground**, 203 bbls., Bank of New York, Antwerp

**GUMS**—282 bgs., Irving National Bank, Bordeaux; **Chicle**, 613 bgs., American Chicle Co., Belize; 3 cse., Mexican Exploitation Co., Progreso; **Copal**, 202 bgs., Order, Antwerp; 188 bgs., Baring Bros. & Co., Singapore; **Tragacanth**, 58 pkgs., Brown Bros. & Co., Southampton

**HERBS**—3 bbls., Order, Hamburg; 1 cse., Edelstein Bros., Havre; 1 cse., G. W. Sheldon & Co., Hamburg; 1 bbl., Anderson, Hillier Co., Hamburg; 6 bbls., Peek & Velsor, Hamburg; 4 bbls., S. B. Penick & Co., Hamburg

**HOPS**—20 csk., R. F. Downing & Co., Antwerp; **IODINE**—144 bbls., 86 kgs., Nash, Watjen & Bangs, Callao

**LEAVES**—87 bbls., Anderson, Hillier & Co., Hamburg; **Boldo**, 10 bbls., Brown Bros. & Co., Valparaiso; **Laurel**, 1 csk., G. Armato, Palermo

**LEES**—2,721 bgs., Royal Baking Powder Co., Oran

**LICORICE**—3 csk., W. Schall & Co., Marseilles; **Juice**, 4 csk., Dollar & Co., Catania; 54 csk., Order, Catania

**LIME CITRATE**—89 csk., Goldman, Sachs & Co., Messina

**MAGNESITE**—Calcined, 350 bbls., Brown Bros. & Co., Rotterdam; 152 bbls., Order, Rotterdam

**MAGNESIUM SALTS**—Chloride, 60 csk., H. J. Baker & Bro., Hamburg; 128 bbls., Iscoga Chemical Co., Hamburg; **Metal Powder**, 28 csk., Order, Hamburg; **Super Oxide**, 3 csk., U. S. Forwarding Co., Hamburg

**MANJAK**—65 bbls., Lamson Asphalt & Chemical Co., Barbados

**MEDICINALS**—128 csk., Alps Drug Co., Genoa

**NAPHTHALENE**—127 kgs., Weisenthal & Co., Hamburg

**OILS**—210 csk., Order, Genoa; 1 cse., M. J. Corbett & Co., Bremerhaven; 1 cse., Roure Bertrand Fils, Havre; 1 bbl., Order, Ham-

burg; 3 csk., Pressed Steel Co., Hamburg; 1 cse., Pfaltz & Bauer, Hamburg; **Linseed**, 1,139 bbls., Clement & Son, Rotterdam; 109 bbls., American Linseed Co., Rotterdam; 1,010 bbls., Order, Rotterdam; 961 bbls., Order, Rotterdam; 172 bbls., Netherland Chemical Co., Rotterdam; 105 bbls., Farnon Childs & Co., Antwerp; **Olive**, 1,100 csk., F. Romeo & Co., Genoa; 250 csk., Cella, Inc., Genoa; 500 csk., East River National Bank, Genoa; 1 cse., American Express Co., Genoa; 8 csk., Hudson Forwarding & Shipping Co., Genoa; 861 csk., Order, Genoa; 1 bbl., D. Doscano, Catania; 55 csk., Colombo Co., Catania; 10 csk., American Express Co., Bordeaux; 2 csk., F. B. Vandegrift & Co., Beyrouth; 110 bbls., Lukas & Drivas, Calamata; 6 csk., Armsby Co., Calamata; 62 bbls., Order, Calamata; 5 bbls., C. Andrew & Co., Naples; 1 cse., Order, Naples; Co., Naples; 1 cse., Order, Naples; 335 bbls., Irving National Bank, Sevilla; 501 csk., Banco Anglo Sud Americano, Sevilla; 50 bbls., National City Bank, Sevilla; 50 bbls., Rome Importing Co., Sevilla; 100 bbls., First National Bank, Sevilla; 1,600 csk., 50 bbls., Order, Genoa; 20 csk., Strohmeyer & Arpe Co., Nice; 20 csk., G. Lueders & Co., Nice; 80 csk., E. H. Glass, Nice; 58 csk., Order, Nice; 2 bbls., Hudson Forwarding & Shipping Co., Nice; 11 bbls., Lucagna Imp., Naples; 7 bbls., G. Schiavo, Naples; 1 cse., Order, Naples; 62 bbls., 63 csk., Colombo Co., Naples; 20 bbls., Hudson Forwarding & Shipping Co., Palermo; 26 bbls., American Express Co., Palermo; 15 csk., C. B. Richard & Co., Palermo; 1 bbl., G. Armato, Palermo; 13 csk., S. Cattaldi, Palermo; 40 csk., Battaglia Agostino, Palermo; 47 csk., O. Rossi, Venice; 1 cse., M. Binetti, Venice; 1 cse., O. Guido, Venice; 2 csk., American Trading Co., Venice; 250 csk., Gallagher & Ascher, Genoa; 100 bbls., Brown Bros. & Co., Sevilla; 2,500 csk., H. J. Henry & Co., Sevilla; 100 csk., Gomez Ferran & Martinez, Sevilla; 9 csk., L. Pietro, Palermo; **Sesame**, 5 csk., Sun Quong Jan, Hongkong

**OILS, ESSENTIAL**—1 cse., Cie Morana, Marseilles; 51 csk., Smith & Nettle Co., Catania; 55 csk., G. Lueders & Co., Catania; 100 csk., Rauleigh & Co., Catania; 1 cse., Lavine, Holman Co., Rotterdam; 9 csk., Polaks Fratelli, Rotterdam; 3 csk., Heine & Co., Bremerhaven; 195 csk., Orbis Products Trading Co., Messina; 2 drs., Order, Hamburg; **Citron**, 200 csk., Order, Palermo; **Fennel**, 2 csk., Dodge & Olcott Co., Hamburg; **Geranium**, 1 csk., 2 drs., G. Lueders & Co., Marseilles; **Lavender**, 4 csk., G. Lueders & Co., Marseilles; **Lemon**, 672 csk., Brown Bros. & Co., Messina; 100 csk., C. L. Huisking, Inc., Messina; 300 csk., Order, Messina; **Lime**, 6 csk., Magnus, Mabey & Reynolds, Dominica; 14 csk., Huth, Gillespie & Co., Dominica; 7 csk., 11 bbs., Planters Produce Co., Dominica; **Linaloe**, 12 csk., Order, Vera Cruz; **Orange**, 2 csk., F. S. Maynard & Son, Dominica; 2 bbs., Planters Produce Co., Dominica; 1 cse., J. E. Kerr & Co., Kingston; 10 csk., Colonial Bank, Kingston; 10 csk., Huth, Gillespie & Co., Kingston; 20 csk., Huth, Gillespie & Co., Kingston; 10 csk., Order, Kingston; 79 csk., Brown Bros. & Co., Messina

**OPIMUM**—25 csk., Order, Salonica

**PHARMACEUTICAL PRODUCTS**—1 cse., R. W. Greeff & Co., Havre; 8 csk., G. J. Wallau, Havre; 4 csk., E. Fougera & Co., Havre; 1 cse., P. C. Kuyper & Co., Hamburg

**POTASSIUM SALTS**—Alum, 53 csk., Blackburn Trading Corporation, Hamburg; **Bromide**, 10 csk., Bengel Trading Co., Hamburg; 40 csk., Superfos Co., Hamburg; **Carbonate**, 23 csk., American Woodpulp Corporation, Hamburg; 45 csk., Order, Hamburg; **Caustic**, 110 drs., Globe Shipping Co., Rotterdam; 57 drs., Order, Hamburg; **Chlorate**, 2,300 bbls., Mechanics & Metals National Bank, Hamburg; **Cyanide**, 5 csk., Manufacturing Trust Co., Hamburg; **Muriate**, 5,000 bgs., Order, Bremerhaven; 1,370 bgs., A. Vogel, Hamburg; **Permanganate**, 10 drs., Order, Hamburg; **Sulfate**, 2,000 bgs., Order, Bremerhaven; 5,000 bgs., A. Vogel, Hamburg

**QUICKSILVER**—200 bottles, Order, Genoa

**QUININE**—1 bx., Norwich Pharmaceutical Co., San Juan

**RENNET**—1 cse., F. B. Vandegrift & Co., Copenhagen; **Powder**, 2 csk., Meadows, Wye & Co., Connhang; 2 csk., A. Kramer & Co., Hamburg

**ROOTS**—13 bbls., Anderson, Hillier Co., Hamburg; 4 bbls., Peek & Velsor, Hamburg; 10 bbls., S. B. Penick & Co., Hamburg; 4 bbls., Anderson Hillier Co., Hamburg; **Licorice**, 10 csk., Order, Marseilles; **Sarsaparilla**, 28

bbls., Order, Vera Cruz; 11 bbls., Lanman & Kemp, Vera Cruz

**SAFFRON**—1 cse., G. W. Sheldon & Co., Havre; 2 csk., D. Kleckner, Bordeaux

**SAL AMMONIAC**—48 csk., Chemical National Bank, Hamburg; 100 csk., Chemical National Bank, Hamburg; 30 csk., Order, Hamburg; 31 bbls., Order, Hamburg

**SALT**—5,141 bgs., Order, Hamburg; **Antimony**, 20 csk., Order, Hamburg; **Chemical**, 94 pkgs., Irving National Bank, Hamburg; 94 pkgs., Order, Hamburg; **Glauber**, 175 bgs., Order, Bremerhaven; **Harthorn**, 221 csk., Kuttroff, Pickhardt & Co., Rotterdam; **Manure**, 1,500 bgs., A. Vogel, Hamburg

**SEEDS**—25 csk., F. B. Vandegrift & Co., Beyrouth; 3 pkgs., F. B. Vandegrift & Co., Havre; 1 csk., F. B. Vandegrift & Co., Havre; 134 bgs., E. Miltenberg, Inc., Hamburg; 46 bgs., A. Stallman & Co., Hamburg; 29 bgs., S. B. Penick & Co., Hamburg; 63 bgs., Anderson, Hillier Co., Hamburg; **Caraway**, 100 bgs., Archibald & Lewis, Rotterdam; 200 bgs., French Kremer & Co., Rotterdam; 200 bgs., Schilthuis American Trading Co., Rotterdam; 25 bbls., Jaburg Bros., Rotterdam; **Coriander**, 733 bgs., Order, Bordeaux; **Fennel**, 20 bbls., A. Stahlman & Co., Bremerhaven; **Poppy**, 200 bbls., W. Tappenbeck, Rotterdam; 100 bbls., Wood & Selick, Rotterdam; **Blue**, 100 bgs., J. D. Nordling, Rotterdam; 300 bgs., Catz American Co., Rotterdam; **Sesame**, 12 bgs., Order, Palermo

**SHELLAC**—Garnet, 50 chests, Irving National Bank, Hamburg

**SOAP**—100 csk., Batjer & Co., Marseilles; 37 csk., Bernard Judae & Co., Havre; **Bacon**, 20 csk., National Bank of New York, Hamburg

**SODIUM SALTS**—Bicarbonate, 62 bbls., Iscoga Chemical Co., Hamburg; **Bromide**, 24 csk., R. W. Greeff & Co., Hamburg; **Chlorate**, 20 bbls., Mechanics & Metals National Bank, Hamburg; **Fluoride**, 16 bbls., American Woodpulp Co., Hamburg; 6 bbls., Weisenthal & Co., Hamburg; **Hydrosulfite**, 270 csk., Kuttroff, Pickhardt & Co., Rotterdam; **Phosphate**, 97 bbls., Order, Antwerp; 334 csk., Bank of Manhattan Co., Antwerp; **Prussiate**, 8 csk., Bengel Trading Co., Hamburg; **Sulfite**, 40 drs., Chemical National Bank, Hamburg; **Yellow Prussiate**, 26 csk., H. W. Peabody & Co., Rotterdam; 54 csk., Kidder Peabody & Co., Rotterdam; 36 bbls., Superfos Co., Copenhagen; 25 bbls., New York Trust Co., Copenhagen

**SPONGES**—12 csk., American Express Co., Genoa; 25 bbls., Lasker & Bernstein, Havana; 9 bbls., J. H. Rhodes & Co., Havana; 41 bbls., Greek American Sponge Co., Havana; 25 bbls., Middleton & Co., Turks Island; 78 bbls., Lasker & Bernstein, Nassau; **Refuse**, 4 bbls., Lasker & Bernstein, Nassau

**STYRAX**—3 csk., Order, Marseilles

**SUMAC**—51 bgs., Order, Tripoli

**TALC**—1,700 bgs., Lincoln Trust Co., Genoa; 100 bgs., Kountze Bros., Genoa; 500 bgs., L. A. Salomon, Bordeaux; 500 bgs., L. A. Salomon & Bros., Genoa; 200 bgs., Kountze Bros. Co., Genoa

**TARTAR**—280 csk., Tartar Chemical Co., Marseilles; 22 csk., Tartar Chemical Works, Naples; 100 bbls., C. L. Huisking, Inc., Palermo; 108 bgs., C. Pizer & Co., Oran; **Cream**, 100 bbls., Chemical National Bank, Rotterdam; 100 csk., W. Neuberg, Rotterdam

**THYMOL**—6 csk., Order, Hamburg

**ULTRAMARINE**—3 csk., A. Hurst & Co., Bremerhaven; 1 csk., Sayles Bleacheries, Glasgow

**UREA**—100 pkgs., Kuttroff, Pickhardt & Co., Rotterdam; 10 csk., Cooper & Cooper, Inc., Hamburg; 13 csk., Cooper & Cooper, Hamburg

**VALONEA**—3,129 bgs., Irving National Bank, Smyrna; 495 bgs., Order, Smyrna

**WAX**—40 csk., First National Bank, Havre; 2 csk., Rosenberg & Co., Hamburg; 400 bgs., Guaranty Trust Co., Hamburg; 23 bgs., Order, Santiago; **Bees**, 80 bgs., Irving National Bank, Valparaiso

**WINE**—Medicinal, 605 pkgs., E. Fucini & Co., Genoa; 100 bbls., Scaramello & Co., Genoa; 100 csk., L. Landsman & Son, Havre; 6 csk., Order, Hamburg

**ZINC SALTS**—2 csk., Cabrera & Co., Southampton; **Chloride**, 72 drs., Chemical National Bank, Hamburg; **Nickel**, 15 csk., L. C. Hirsch & Co., Hamburg; 13 csk., L. C. Hirsch & Co., Hamburg; **Oxide**, 50 csk., L. H. Butcher & Co., Hamburg; 75 csk., American & European Trans. Co., Hamburg; **Sulfide**, 2 csk., Schroeder & Ehlers, Hamburg; **White**, 160 bbls., Mechanics & Metals National Bank, Marseilles; 100 csk., B. F. Drakenfeld & Co., Bremerhaven



## Books of Trade Interest

**SPECIAL LIBRARIES DIRECTORY.** Edited by Dorsey W. Hyde, Jr. Small 8 vo., 123 pages. Published by the Special Libraries Association, Washington, D. C.

Mr. Hyde is president of the Special Libraries Association, and obtained much of the data in this volume, in response to an article published broadcast in 1918. William F. Jacob, librarian of the General Electric Co., Schenectady, N. Y., was chairman of the Census Committee of the Association and was active in collecting the material.

The directory contains a list of 32 special libraries on the subject of chemistry, but this list does not tell the whole story as there are 69 libraries classified under Health and Medicine, which contain chemical literature. Many industrial libraries of leading companies contain chemical books. The directory is a valuable addition to any library, and particularly useful for reference in business houses appreciating the value of such information.

**POPULATION AND ITS DISTRIBUTION.** Compiled from the figures of 1920 United States Census; and including Distribution of Retail and Wholesale Dealers. 8 vo., 335 pages. Published by J. Walter Thompson Co., New York, Chicago, Boston, Cleveland.

While wholly statistical this volume has a charm for business men, especially salesmen, because of the exhaustive analysis of the distribution of wholesale and retail dealers by cities. The national advertiser can see at a glance the field open to him in both large and small communities. The firm or company selecting only cities and towns of 2500 population and over, will find it is losing great opportunities unless consideration is given to the suburban and rural districts.

The book summarizes the cigar, cigarette and tobacco trade, confectionery, drug department stores, automobile, boots and shoes, jewelry, sporting goods, groceries, furniture, hardware, dry goods, electrical supplies, and other basic lines, according to the number of wholesale and retail dealers in cities of 50,000 and over.

**VISITING NEW YORK.** A Buyers Manual. 8 vo., 60 pages. Published by Henry Sweetsson, New York.

In addition to numerous half-tone engravings of public buildings, maps showing the subway and elevated routes, names of hotels, restaurants, clubs, churches, steamship lines and other information of interest to visitors, the book has a Buyers Guide, which gives the names and addresses of manufacturers, wholesalers, and jobbers, whom the Sweetsson Service recommends as reliable. The volume is of convenient form to carry the pocket.

Dr. C. E. Kenneth Mees, Director of Research and Development, Eastman Kodak Co., will give several lectures in Montreal and Toronto during the last week of February. On Feb. 20 at Montreal he will speak before the Canadian Club upon the subject, "The Road to Wealth." The same evening he will lecture before the Montreal Section of the Society of Chemical Industry upon "Chemistry and the Motion Picture." At Toronto he will give the following lectures: Feb. 21, "Photography Through the Microscope," before the Camera Club; Feb. 22, "Chemistry and the Motion Picture," before the Toronto Section of the Society of Chemical Industry; Feb. 23, "The Getting of Wisdom," before the Empire Club, and "A Hundred Years Hence," before the Canada First League.

## VALUATION PLAN HANGS FIRE

(Special to DRUG & CHEMICAL MARKETS)

Washington, D. C., Feb. 8.—The Senate Finance Committee has not been able to reach any conclusions regarding American valuation, and a sharp division of opinion seems to have arisen between Chairman McCumber, of the Committee, and Senator Smoot, the ranking republican member, as to the course which should be pursued in dealing with the American valuation question.

The Committee has wasted days in discussing this matter in executive session with officials, but at this time a decision does not seem any nearer than it did some weeks ago when the subject was first taken up. It is understood that Senator Smoot believes that the Committee should stick to the American valuation question until it is finally settled.

On the other hand the general understanding is that Senator McCumber believes that the various plans proposed should be digested by the members and then dropped until all of the ad valorem rates which it is possible to change into specific rates have been transposed.

Senator McCumber believes that by following this method the bill could be reported to the Senate by March 1, while Senator Smoot believes that if the plan is thoroughly thrashed out by the Committee, it will save time when it reaches the floor.

There are two major plans under consideration by the Committee, of which there are many variations. The first is the Fordney plan, as provided in the House bill of basing duties on the manufacturer's selling prices of comparable articles in the American market at the time of importation; and the second, the Smoot plan, basing duties on wholesale prices in the American market. Whichever plan is adopted, it is expected that the President will be given wide discretion to alter rates, as may be made necessary by currency depreciation, unfair trade practices, discrimination, and other factors.

## URGES AMERICAN VALUATION PLAN

(Special to DRUG & CHEMICAL MARKETS)

Washington, D. C., Feb. 8.—The special tariff convention of the National Association of Manufacturers, held in this city last week, ended with the unanimous adoption of a resolution favoring the American method of assessing ad valorem duties. After a long preamble the resolution says:

"We respectfully urge that the provisions in the pending Fordney tariff bill be retained that provide for American valuation by American appraisers in America."

A strong letter was received from Charles M. Schwab, chairman of the Board of Directors of the Bethlehem Steel Corp., endorsing the American valuation plan. The letter was read to the convention:

"We have American standards in everything but our tariff," said Mr. Schwab in his letter. "Today, in my opinion, the hour has come when we should put American standards in our tariff laws. The simple and effective way for doing this is by substituting American standards of value for the present archaic standard of foreign values. This is the essence of American valuation which will do for our industries, for our people, for our business, exactly what the gold standard did for our currency. It will prevent the cheaper currencies of the world from saddling us with economic stagnation."



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WANTED: Chemical brokerage concerns, well established, to sell the finest, genuine Paris White, French Talc, and Crude Chalk. Address D. Vecchini, Singer Bldg., N. Y. City. Sole American agent for the Societe Commerciale de France et D'Outre-Mer of Paris, France.

LONDON drug and chemical merchants desire to appoint American Sales Agents on commission basis. Connection essential. Highest references required. Box 59, DRUG & CHEMICAL MARKETS.

COMPLETE proprietary laboratory for sale or lease, with services of owner. Good town, cheap labor, excellent shipping facilities. King Mfg. Co., Coudersport, Pa.

GERMAN firm offers manufacturing process and sole selling rights in U. S. A. for non-competitive chemical product. Box 57, DRUG & CHEMICAL MARKETS.

HOSPITAL of factory building for sale 1-3 value, or will lease 4-story brick 50x150, Seven railroads. C. M. Spring Drug Co., Joplin, Mo.

WE are interested in several carloads sugar-sieve barrels. Robert G. Barr Co., Kirkwood Sta., Atlanta, Ga.

OIL Developments. Have 2,000 acres Cleveland Co., Arkansas. Four wells drilling, will lease half for drilling one good well. C. M. Spring, Joplin, Mo.

MANUFACTURERS of Carbon Black requiring representative in Great Britain communicate with Box 64, DRUG & CHEMICAL MARKETS.

MANUFACTURER of household articles has facilities for manufacturing other specialties. Your formulae or ours. Quotations gladly furnished. Box 63, DRUG & CHEMICAL MARKETS.

## HELP WANTED

WANTED Salesman, now calling wholesale paint dealers, able to handle side line of imported Earth Colors. Box 52, DRUG & CHEMICAL MARKETS.

DISTRIBUTORS or agents wanted by manufacturing chemist for high class household articles. Box 51, DRUG & CHEMICAL MARKETS.

DRUG salesmen for fine line to physicians and retail trade. Liberal commission basis. Write full particulars. Box 38, DRUG & CHEMICAL MARKETS.

## The "Wants & Offers" Page

There's a world of interest in the "Wants & Offers" columns—they reflect the needs of individuals—singly and collectively.

"Wants & Offers" are in a broad sense, the market place of the drug and chemical industries.

"It takes two to make a bargain," and the two must be brought together. "Wants & Offers" do this. They are quick in action—cost little—and comprehensive in their scope.

## HELP WANTED

SALESMAN thoroughly acquainted with Wax business all over the country; only experienced men with first class references will be considered. Box 58, DRUG & CHEMICAL MARKETS.

AGENTS wanted. All large cities to carry line of chemicals to druggists and perfumers. Room 2022, 30 Church St., N. Y. City.

WANTED salesmen to handle our massage alcohol to both the wholesale and retail drug trade. If necessary can be handled as a side line. Liberal commissions. Liebenthal Bros. & Co., 1430-38 West 9th Street, Cleveland, Ohio.

STENOGRAPHER experienced in office work, and familiar with chemical dictation. Must be rapid and accurate. Give full particulars and salary expected in first letter. Box 48, DRUG & CHEMICAL MARKETS.

SALESMAN calling on hospitals and institutions to sell pine oil and coal tar disinfectants. Liberal commission basis only. Box 45, DRUG & CHEMICAL MARKETS.

WANTED active and best Spanish speaking counter man available. Take charge of crew, store arrangement, etc., Sanborns, Mexico City, Mexico.

WANTED salesman with proved record in essential oil line. Splendid future with growing concern. Give full particulars: confidentially. Box 56, DRUG & CHEMICAL MARKETS.

## SITUATIONS WANTED

CHEMICAL engineer, graduate, young man, plant and office experience, desires position in any capacity with concern where trustworthiness and ability will assure future. Box 53, DRUG & CHEMICAL MARKETS.

## SITUATIONS WANTED

WELL known chemical executive of broad, technical, and business experience with an exceptional record of invention and achievement, at present employed by a large corporation, desires to enter a concern of moderate size that needs development. Will only consider a major executive position with some arrangements leading toward a permanent financial interest in the business. Address S. P., 100 St. Nicholas Ave., N. Y. City.

EXECUTIVE, salesman, college graduate, two years experience in the Orient, desires connection or position in any capacity. Box 60, DRUG & CHEMICAL MARKETS.

YOUNG man (26) married, Christian, manager, dyestuff, shipping department, wishes position anything; All references; moderate salary. Zimmerman, 249 East 85th Street, N. Y. City.

CHEMIST, experienced manufacturing flavoring extracts, fruit syrups, emulsions, baking powder, etc. Box 54, DRUG & CHEMICAL MARKETS.

## DRUGS & CHEMICALS

WANT to buy leaf Gelatin. Samples and c.i.f. prices required. Shima Trading Co., Ltd., Osaka, Japan.

TO Offer for immediate sale on account of lack of storage space—110 tons of calcined magnesite. Box 62, DRUG & CHEMICAL MARKETS.

WHO is interested in supply of Quinoline, high grade, low price? Address Box 61, DRUG & CHEMICAL MARKETS.

FOR SALE—45 drums White Oil .856 gravity 70c Trenton. 5 Kilos Essence Mandarin \$4.50 lb. Thac Industrial Products Corp., 53 Middle Rose St., Trenton, N. J.

FOR SALE—Vitri-Flux; 8,000 Gallons packed in steel drums, used for tempering cement. Manufactured by The Granitex Co., 8 barrels blue sash putty. Box 55, DRUG & CHEMICAL MARKETS.

WE have on hand twenty barrels good grade Wood Turpentine. Will sell cheap. Box 44, DRUG & CHEMICAL MARKETS.

FULL line of laboratory chemicals and supplies, lists on request. Du Pont, Special Products Div., Wilmington, Del.

## PLANT EQUIPMENT

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## Buyers' Guide

For full particulars as to products and addresses see Index of Advertisers on the page following.

### HEAVY CHEMICALS

Battelle & Renwick	Litter & Allen
Butterworth-Judson Corp.	Merchants Chemical Co.
Church & Dwight	Meteor Products Co.
The Cleveland-Cliffs Iron Co.	Mathieson Alkali Works
Commercial Solvents Corp.	The Miner-Edgar Co.
Contact Process Co.	Nichols Copper Co.
Chas. Cooper & Co.	Pacific Chemical Co.
Walter Denman	Pfaltz & Bauer
Diamond Alkali Co.	Protexol Corp.
The Dow Chemical Co.	Roessler & Hasslacher Chem. Co.
E. I. du Pont de Nemours & Co.	Semet Solvay Co.
B. G. Feinberg	Solvay Process Co.
General Chemical Co.	Stein Hall & Co.
Goldsmith Bros. Sm. & Refg. Co.	George F. Taylor Co.
Grasselli Chemical Co.	U. S. Industrial Alcohol Co.
Wm. S. Gray & Co.	D. Vecchini
R. W. Greeff & Co.	Victor Chemical Works
Innis Speiden & Co.	The Warner Chemical Co.
Wm. E. Jordan & Co.	Jacques Wolf & Co.
A. Klipstein & Co.	

### FINE CHEMICALS

Abbott Laboratories	A. Klipstein & Co.
Baird & McGuire	Litter & Allen
Antoine Chiris Co.	Mallinckrodt Chemical Works
Commercial Solvents Corp.	May & Baker
Commonwealth Chemical Corp.	Merck & Co.
Charles Cooper & Co.	H. A. Metz & Co.
Walter Denman	The Miner-Edgar Co.
The Dow Chemical Co.	Monsanto Chemical Works
Eastman Kodak Co.	N. Y. Quinine & Chemical Wks.
B. G. Feinberg	Pacific Chemical Co.
E. Fougere & Co.	Pfaltz & Bauer
T. Fujisawa & Co.	Powers-Weightman-Rosengarten
Grasselli Chemical Co.	Roessler & Hasslacher Chemical Co.
William S. Gray & Co.	Stein Hall & Co.
Manuel Grey	U. S. Industrial Chemical Co.
R. W. Greeff & Co.	D. Vecchini
Heyden Chemical Co.	Victor Chemical Works
A. H. Higbie	

### DYESTUFFS

Butterworth-Judson Corp.	H. A. Metz & Co.
Calco Chemical Co.	National Aniline & Chemical Co.
Chemical Co. of America	New Brunswick Chem. Co.
Dow Chemical Co.	Newport Chemical Works
Essex Aniline Works	Sanborn Chemical Works
E. I. du Pont de Nemours & Co.	Stein Hall & Co.
Grasselli Chemical Co.	George F. Taylor Co.
A. Klipstein & Co.	Jacques Wolf & Co.
Meteor Products Co.	

### COAL TAR PRODUCTS

Abbott Laboratories	Jordan Coal Tar Products Co.
Baird & McGuire	H. A. Metz & Company
The Barrett Co.	Monsanto Chemical Works
Butterworth-Judson Corp.	National Aniline & Chemical Co.
Calco Chemical Co.	Newport Chemical Works
Chatfield Mfg. Co.	Pacific Chemical Co.
Chemical Company of America	Protexol Corp.
Commonwealth Chemical Corp.	Sanborn Chemical Works
Essex Aniline Works	The Walker Chemical Co.
E. I. du Pont de Nemours & Co.	

### FATTY OILS

Antoine Chiris Co.	National Oil Products Co.
A. Klipstein & Co.	George F. Taylor Co.
New Brunswick Chem. Co.	Jacques Wolf & Co.

### ESSENTIAL OILS

M. L. Barrett & Co.	Magnus, Mabee & Reynard
W. J. Bush & Co.	Morana, Incorporated
Antoine Chiris Co.	Van Dyk & Co.
Fritzsche Bros.	

### CRUDE DRUGS

M. L. Barrett & Co.	A. H. Higbie
W. J. Bush & Co.	Magnus, Mabee & Reynard
Walter Denman	Morana, Incorporated
E. Fougere & Co.	Pfaltz & Bauer
Manuel Grey	

### EQUIPMENT

P. Blakiston's Son & Co.	Proctor & Schwartz
Buffalo Foundry & Machine Co.	The Revue de Produits Chimique
The Chemical Age	The Yakugyo Shuho
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Ortho Toluidine

Para Toluidine

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N W Acid

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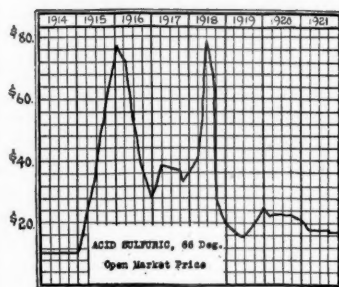
**Executive Offices:**  
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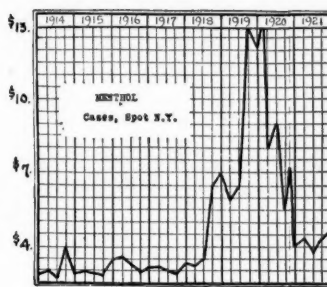
**NEW YORK** James A. Webb & Son, Inc.,  
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**DETROIT** U. S. Industrial Alcohol Co.,  
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**CINCINNATI** U. S. Industrial Alcohol Co.,  
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**PEORIA** U. S. Industrial Alcohol Co.

**Index To Advertisers**

Abbott Laboratories	—
Baird & McGuire	379
The Barrett Co.	—
M. L. Barrett & Co.	373
Battelle & Renwick	362
P. Blakiston's Son & Co.	—
Buffalo Foundry & Machine Co.	—
W. J. Bush & Co.	4th cover
Butterworth-Judson Corp.	378
Calco Chemical Co.	—
The Chatfield Mfg. Co.	379
The Chemical Age	—
Chemical Co. of America	—
Antoine Chiris Co.	323
Church & Dwight	—
The Cleveland-Cliffs Iron Co.	367
Commercial Solvents Corp.	359
Commonwealth Chemical Corp.	378
Contact Process Co.	379
Charles Cooper & Co.	357
Walter Denman	373
Diamond Alkali Co.	362
The Dow Chemical Co.	360
E. I. du Pont de Nemours & Co.,	—
Dyestuffs Department	325
Acids & Heavy Chemicals Div.	361
Intermediates Department	363
Eastman Kodak Co.	—
Essex Aniline Works	368
B. G. Feinberg	378
E. Fougere & Co.	357
Fritzsche Bros.	372
F. Fujisawa & Co.	374
General Chemical Co.	1st cover
Goldsmith Bros. Smelting & Refining Co.	379
Grasselli Chemical Co.	358
Dyestuffs Dept.	364
William S. Gray & Co.	4th cover
Manuel Grey	—
R. W. Greeff & Co.	359
Heyden Chemical Co. of America	374
A. H. Higbie	—
Innis Speiden & Co.	360
Jordan Coal Tar Products Co.	378
William E. Jordan	—
A. Klipstein & Co.	360
La Revue des Produits Chimiques	377
Litter & Allen	370
Magnus, Mabee & Reynard	380
Mallinckrodt Chemical Works	4th cover
Mathieson Alkali Works	326
May & Baker	378
Merchants Chemical Co.	379
Merck & Co.	378
Meteor Products Co.	378
H. A. Metz & Co.	324
The Miner-Edgar Co.	350
Monsanto Chemical Works	2nd cover
Morana, Incorporated	372
Nashville Industrial Corp.	379
National Aniline & Chemical Co.	4th cover
National Oil Products Co.	366
New Brunswick Chemical Co.	366
Newport Chemical Works	381
New York Quinine & Chemical Works	357
Nichols Copper Co.	365
Pacific Chemical Co.	379
Pfaltz & Bauer	368
Powers-Weightman-Rosengarten Co.	357
Proctor & Schwartz	—
Protexol Corp.	—
The Roessler & Hasslacher Chem. Co.	370
Sanborn Chemical Works	378
Semet-Solvay Co.	—
Solvay Process Co.	—
Stein Hall & Co.	4th cover
George F. Taylor Co.	379
U. S. Industrial Chemical Co.	382
U. S. Industrial Alcohol Co.	382
Van Dyk & Co.	373
D. Vecchini	365
Victor Chemical Works	363
The Walker Chemical Co.	361
The Warner Chemical Co.	380
Wing & Evans	—
Jaques Wolf & Co.	—
The Yakugyo Shubo	—



Sulphuric Acid



Menthol

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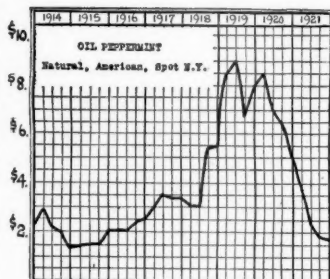
We publish every Wednesday, in order to give quickly the important first-of-the-week price changes. Our Quotations are the most complete published in America on heavy and fine chemicals, dyestuffs, tanning and fertilizer materials, naval stores, crude drugs, essential and fatty oils—the spot New York prices of over 3200 of these items.

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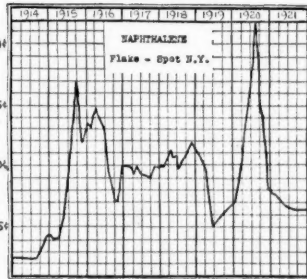
## DRUG & CHEMICAL MARKETS

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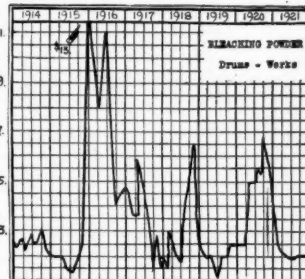
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Naphthalene



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Pure and Carbonate

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